Automotive

MARCH 23, 1992

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NEWSPAPER

Eaton faces a full plate

After Iacocca: new vehicles, fewer dealers

MARY CONNELLY
Staff Reporter

HIGHLAND PARK, Mich. — Chairman-designate Robert Eaton is positioned to determine Chrysler Corp.'s shape into the next century. His experience as the enormously successful president of General Motors Europe suggests how he might succeed Lee Iacocca.

A legendary stickler for product quality, Eaton, 52, brings added rigor to the debut of Chrysler's new mid-sized cars this fall. He has delayed launches at GM when quality wasn't up to his standards.

Even before Eaton was named vice chairman and chief operating officer, the company appeared poised to regain financial and marketplace health. He will succeed Iacocca as chairman and chief executive officer next Jan. 1. Iacocca will remain as chairman of the executive committee of the board of directors.

Said Eaton: "I intend to do everything I can to build the strongest team, to build the strongest products, the best customer satisfaction, the highest quality and the lowest cost."

He will also make several major decisions that will still be pending upon Iacocca's retirement:

■ How many brands? Chrysler is considering eliminating the Eagle or the Plymouth brand.

■ How many dealers? The company is considering reducing its network of 5,000 dealers.

■ How many Japanese vehicles to sell? Eaton is likely to have an impact on Chrysler's relationship with Mitsubishi Motors Corp., which has been changing because of Iacocca's anti-Japanese trade stance and Chrysler's withdrawal from a joint-venture assembly plant in Illinois. At GM, Eaton was critical of the sale of Japanese vehicles through the Chevrolet Geo brand, arguing that it generates little profit and makes the automaker appear hypocritical in the trade debate.

■ How to approach Europe? Chrysler has been adding export sales there and recently began

see CHRYSLER, 34

JOE WILSSENS/AUTOMOTIVE NEWS

Bob Eaton, right, accepts a handshake from Lee Iacocca and a smile from Bob Lutz.

Does Robert Eaton deserve the reputation he's bringing to Chrysler? **Page 35**

Jerome York, Chrysler's chief financial officer, emerges as a powerful lieutenant. **Page 34**

Robert Lutz: "Am I disappointed? Of course. Who wouldn't be under the circumstances." **Page 35**

late news

Chrysler mulls prime-time exit

CHICAGO — Chrysler Corp. may drop out of prime-time network TV advertising as part of a sweeping reorganization of its media strategy.

"We are seriously questioning whether we want to continue advertising on prime time," John Damoose, Chrysler vice president of marketing, said last week.

Damoose said Chrysler is moving money into more targeted media in response to both the growth of alternative media and the fragmentation of the automotive market, according to *Advertising Age*, a sister publication to *Automotive News*.

Money moved out of prime time would likely end up in network sports and news, print media, promotional programs and so-called niche media, Damoose said.

— Crain News Service

House drops tariff hike

WASHINGTON — The House voted 211-189 Friday afternoon to approve a tax bill

see LATE NEWS, 2

Cut in Japanese quota: End of an era

Big 3, UAW scoff at 'empty' gesture

RICHARD JOHNSON
Staff Reporter

TOKYO — The announcement last week that Japanese carmakers will cut their self-imposed ceiling on car exports to the United States by 28 percent, to about 1.65 million units a year was quickly dismissed by U.S. automakers and union leaders as an "empty" or "meaningless" gesture.

But Japanese carmakers view the cut — which reduces the ceiling to about the number of cars actually shipped in recent fiscal years — as the end of an era, triggering sweeping changes in their industry.

Japan's Ministry of International Trade and Industry cut the allocation from 2.3 million cars, where it had been since 1985. The new level is a 5 percent cut from the 1.73 million cars exported to the United States in the last fiscal year.

The voluntary curbs cover only passenger cars. Japan's exports of light trucks to the United States, which are not subject to a cap, slipped 5.3 percent in calendar 1991, to 704,328 units.

"When the U.S. market gets healthy again, I don't think MITI can be expected to raise the ceiling," said a Honda Motor Co. official. "We won't ever see a high number again."

As a result, Japanese carmakers are expected to accelerate local production plans, increase exports to the United States from outside Japan, raise prices when market

see EXPORTS, 36

Saturn stores post top '91 sales average

JOHN K. TEAHEN JR.
Senior Editor

For the first time in 15 years, a Big 3 make is king of the hill in new-car sales per dealer.

Saturn, the newest of the General Motors entries, averaged 776 deliveries per outlet in 1991 to beat Honda by more than 100 units. Honda was the car champion in 1989 and 1990.

The last time a domestic car finished on top was 1976, when Chevrolet edged Toyota by three sales per store.

In combined car and truck sales per dealership, Toyota was the leader for the third year in a row. But Saturn made it close even though its retailers don't sell trucks. Toyota dealers averaged 789 car-truck sales to Saturn's car-only count of 776.

Saturn is doing even better thus far in 1992. It led the *Automotive News* car and car-truck sales-per-dealer rankings in January and February.

Aside from Saturn's victory in the car column, the Big 3 didn't have much to cheer about in 1991 sales averages. Buick, up four units, was the only other domestic car to post an increase. Saturn went on sale Oct. 25, 1990, and averaged 43 deliveries per outlet for 1990.

see DEALERS, 20

Saturn's sales per dealer also were No. 1 for the first two months of 1992.

CAR SALES PER OUTLET

	1991	1990
1. Saturn	776	43
2. Honda	673	742
3. Toyota	563	609

Saturn gaining fans and kudos; dealers added; output climbs

LINDSAY CHAPPELL
Staff Reporter

NASHVILLE, Tenn. — Saturn, the General Motors venture that skeptics have loved to nitpick, is quietly piling up praise from buyers, dealers and independent surveys.

Part of the glee stems simply from a rapidly growing dealer body that is finally getting the product it needs. But there are other, more critical signs of success, particularly in the retail and distribution end. Saturn's average of 776 new-car sales per dealer led the industry in 1991, the first time in 15 years a domestic nameplate finished on top. (See related story on Page 1.)

The operation appears to be on target in capturing would-be import buyers. Saturn has turned embarrassing recalls into textbook cases of pleasing the customer. And in a growing list of other measures, such as dealer satisfaction and sales satisfaction, Saturn is in the same league as industry-leading luxury brands. But one huge question mark looms: quality. The first Saturns finished below the industry average in last

see SATURN, 36

Automotive News

IRIMAJIRI EXIT A SURPRISE
Honda Motor exec was in line for president's job. PAGE 4

NEW SAAB 900 DUE IN '93
Saab readies its first all-new car since 1989. PAGE 6

VWoA ELIMINATES 300 JOBS
Three sales zones also cut in latest restructuring. PAGE 6

MAZDA ADDS CAR IN JAPAN

▲ The mid-sized MS-8 sedan joins the Anfini lineup. PAGE 8

RUSSIAN GOLD RUSH
Prospectors are panning for profit in vehicle sales. PAGE 19

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corrections

■ A March 16 story incorrectly stated the number of U.S.-built Toyota Camrys exported to Taiwan. The number is about 7,000 annually.

■ A March 16 story on the Mercury Villager failed to include the Toyota Previa in a list of minivans with driver-side airbags.

■ Suzuki reported an incorrect total for its February light-truck sales in the March 9 issue. The correct figure is 1,201.

'Baby' Benz grows up

HANS G. LEHMANN/HIDDEN IMAGE

Mercedes is testing prototypes of its new 190. Code-named W202, the car is more aerodynamic and just a couple of inches longer and wider than the current 190 sedan, with the increase going for more rear-seat legroom. The sedan will bow at next spring's Geneva auto show. This retouched spy photo shows a 190 coupe that is expected to follow, possibly along with convertible and wagon versions. Details on Mercedes' plans for the car appear on Page 31.

latenews

CONTINUED
from PAGE 1

that retains the luxury tax on over-$30,000 automobiles but drops a proposed 25 percent tariff on imported minivans and four-door sport-utilities.

After working out differences last Thursday and Friday, the two chambers were expected to vote by President Bush's Friday deadline for action. But Bush was expected to veto the bill because it contains a tax increase on wealthy Americans.

Under the final bill, the $30,000 luxury threshold would be raised to keep pace with inflation. Conferees killed a Senate measure to raise the tariff on minivans and four-door sport-utilities from the current 2.5 percent to 25 percent.

— *Max Gates*

Japan simplifies GM imports

WASHINGTON — The Japanese government has cut some paperwork to allow General Motors to export more U.S.-built Pontiac Grand Am SE sedans and coupes. Similar action on other U.S.-made vehicles may follow soon.

The move will shorten the inspection time for Grand Ams going into Japan and will enable GM to ship the cars in batches of more than 2,000.

The GM cars are the first U.S.-made models to be granted the expedited inspection status, which is currently held by about 20 European models.

A GM spokesman called the move a "step in the right direction" but said there are more barriers to overcome before the Big 3 achieve their stated goal of selling more cars in Japan.

Brake problem prompts recall

DEARBORN, Mich. — Ford Motor Co. said it is recalling about 517,600 trucks to repair a front brake problem.

The affected vehicles are 1988 to 1991 F-250 and F-350 trucks. The affected trucks are equipped with one of three engines — 5.8-liter V-8 (4x4 only), 7.5-liter V-8 or 7.3-liter diesel V-8 — and have gross vehicle weight ratings over 8,500 pounds.

Ford said that under severe driving conditions the trucks could lose front braking effectiveness due to overheated brake fluid. The rear brakes remain operational. The problem is most worrisome in trucks in mountainous regions or towing near capacity.

Ford recalls 2,700 cars

DEARBORN, Mich. — Ford Motor Co. is recalling about 2,700 cars to repair safety and emissions problems.

Ford is recalling about 500 1992 Ford Taurus/Mercury Sable wagons to inspect and possibly replace the rear liftgate latch assembly. The liftgate may not completely latch and could open while the car is being driven.

Ford is also recalling about 2,200 1992 Ford Thunderbirds and Mercury Cougars with the 3.8-liter V-6 to replace the electronic engine control processors. Exhaust emissions on those vehicles may exceed federal or California standards.

Mitsubishi hikes prices

CYPRESS, Calif. — Mitsubishi Motor Sales of America Inc. last week raised prices a sales-weighted average of 2 percent or $357. The hike is effective today, and vehicles shipped to dealers from port stocks by March 31 will be price-protected.

Mitsubishi attributed the increase to recent pricing actions taken by its competitors. Other Japanese importers have blamed their pre-spring hikes on the appreciation of the yen against the dollar. Most observers say the increases are an answer to the stepped-up trade friction between the United States and Japan.

By nameplates, the increases are: $200 on Mirage, $269 on Galant, $128 on Eclipse, $745 on Diamante, $900 on 3000GT and $660 on Montero.

Prices of Expo and Expo LRV sport wagons and Mighty Max pickups were not raised.

Chrysler signs British dealers

LONDON — Chrysler Corp.'s British sales arm said late last week that it has signed 63 of the 80 dealers it needs for its scheduled product launch next January. The company, Chrysler Jeep Imports U.K. Ltd., has targeted first-year combined sales of 2,000 Jeep Wranglers and Cherokees and Dodge Vipers.

The company has said that right-hand-drive Cherokees and Wranglers, with 2.5-liter and 4.0-liter engines, will be in showrooms by January. They are slated to be joined by right-hand-drive Grand Cherokees and Plymouth Voyagers by late 1995.

The company said the British market's first-year allocation of 50 Vipers has been pre-sold, despite the car's price of $85,000.

— *Vaughan Freeman*

Honda, Rover, VW add spiffs

American Honda Motor Co. Inc. is paying $500 rebates to dealers on sales of 1991 Accords and 1991 Preludes. No expiration date was announced. Also, in California, Honda is paying dealers $500 on sales of 1992 Accords through April 2.

Until March 31, Volkswagen United States is paying dealers $2,000 on sales of 1991 Cabriolets.

Range Rover of North America Inc. is offering a special lease plan on the 1992 Range Rover (excluding the County and LSE models) through April. The payment is $499 a month for 48 months with 10 percent down or $599 a month for 48 months with no money down. The suggested retail price of the Range Rover is $38,900 (see incentive tables on Page 36).

briefly

C'mon, say it: President Perot

More than five years after being ousted from **General Motors**, Texas entrepreneur H. Ross Perot has his sights on another executive post: president of the United States. Perot told the National Press Club last week that his supporters are working to get him on the November ballot in all 50 states as an independent. His platform includes racial harmony, balancing the budget, paying off the $4 trillion national debt and reforming education. On business issues, he says the United States desperately needs an industrial policy that will help, rather than hinder, business. And he says North American free-trade negotiations will end up "moving the highest paying jobs to Mexico." Perot criticized the revolving door that puts former U.S. government trade negotiators on the payroll of foreign countries. "We don't have anybody who knows how to horse trade," he said of U.S. failures in trade talks with the Japanese. "The negotiations are so well run on their side and so poorly run on our side that you could make a tragi-comedy out of it."

Perot: no baby kisser

ANOTHER COMPARISON — Satisfied with its new ad campaign in Japan that compares the **Cadillac** Seville to the **Infiniti Q45**, **General Motors Japan** has now moved on to its bread-and-butter car. Ads debuting last week compare the **Pontiac** Grand Am with the **Toyota** Mark II hardtop 2500 Grande G. Japan is not used to this kind of advertising. Maybe GM first should have introduced the concept of drag racing.

BRING THREE FORMS OF I.D. — U.S. Rep. Robert Torricelli (D-N.J.) spoke at **BMW of North America Inc.** last week, touting his proposal for a government study into recycling cars, an area where BMW is active. Torricelli joked that he asked Karl Gerlinger, BMW president, if he could buy a car — with a check drawn on the now-infamous Congressional bank. "Business must be good," Torricelli said. "He turned me down."

GERMANS SAY 'SHOW ME' — "They made my day," **GM** President Lloyd Reuss said when told that **Mercedes-Benz** representatives had asked to visit the paint finish operations at GM's Wentzville, Mo., assembly plant that builds H-body cars.

MISSED THE CUT — Allan Gilmour, executive vice president at **Ford Motor Co.**, was asked at an Automotive Press Association luncheon in Detroit to comment on the elevation of **GM's** Robert Eaton to the vice chairman post at **Chrysler Corp.** It was too bad, he said, that "I wasn't on the short list."

YOURS IS NOT TO QUESTION WHY — Some Volvo dealers are turned off by Volvo's new, graphic crash ads, said Joseph Nicolato, president of **Volvo Cars of North America.** However, the scary safety message is effective in reaching the aging yuppies Volvo is trying to attract, Nicolato told the International Motor Press Association. Dealers don't fit "Volvo demographics or psychographics," Nicolato said. "They just sell 'em."

Japanese lose minivan share

Decline could affect Big 3 dumping case

MAX GATES
Staff Reporter

WASHINGTON — Japan's share of the U.S. minivan market has declined slightly in the past 11 months, despite charges by the Big 3 that dumping by Toyota and Mazda threatened their minivan sales.

Japanese imports, primarily the Toyota Previa and Mazda MPV, have accounted for 10.9 percent percent of U.S. minivan sales since the first quarter of last year. During the same 11-month period in 1990-91, the Japanese share was 11.4 percent.

Most of the year-to-year decline is explained by the Nissan Axxess, which was dropped from the market in 1990. Previa sales rose 1.5 percent over the last 11 months, and the MPV gained 1.8 percent.

Still, the relative flatness of Previa and MPV sales could affect the outcome of the Big 3 minivan dumping case against the Japanese.

If the Department of Commerce's preliminary dumping finding is upheld, the International Trade Commission must then determine if the Big 3 have been hurt by the Japanese pricing practices. The commission can consider a wide range of factors, including recent sales and market share patterns, in making its decision, a commission spokesperson said.

U.S. MINIVAN SALES

	April '91-Feb. '92	April '90-Feb. '91
Big 3	716,382	716,177
Japan	88,274	93,070
Other	4,157	5,841
TOTAL	808,813	815,088

Source: Automotive News Data Center

When the Big 3 filed their dumping petition last May, they pointed with alarm to Japan's 2 percentage point increase in market share, to 12.2 percent, during the first quarter of 1991. And they said things would get worse with last summer's arrival of the Mitsubishi Expo.

In the 11 months since then, though, Japanese sales have leveled off. And Commerce has sided with Mitsubishi in ruling that the Expo is not a minivan.

"So much for the notion of 'Japan Inc.' that is impervious to outside forces. We're dealing in this marketplace just like they are, and it's tough," said Clark Vitulli, chief operating officer of Mazda Motor of America Inc.

Toyota and Mazda also have stuck their minivans, especially the lowest-priced ones, with significant price increases. Mazda's lowest-priced MPV now costs 10.7 percent more than it did last May. Toyota's entry-level Previa has gone from $14,698 to $17,518, a 19.2 percent increase.

Price increases on domestic models, meanwhile, have been much smaller. And the Big 3 have tended to put their biggest hikes on their top-of-the line models.

Sales from segment leader Chrysler have risen 12.8 percent for the 11-month period, while Ford and General Motors minivan sales have dropped.

In its ruling last December, Commerce said Mazda was selling its minivans at 7.19 percent below fair market price and Toyota was selling at 0.95 percent below fair market price. Commerce is scheduled to make its final ruling May 18.

After that, the trade commission must decide if the Big 3 have been hurt, or could be hurt in the future, by the Japanese pricing.

The commission has scheduled a hearing for May 21 and will issue its ruling by July 2.

If it determines that the Big 3 have been hurt by the Toyota and Mazda pricing, the government will assess penalties against the Japanese minivan makers. AN

Ford is asking its California dealers to sell the Thunderbird LX for $15,859.

Ford experiments with bargain-priced Thunderbird LX

KATHY JACKSON
Staff Reporter

Ford Motor Co. wants to upgrade the image of its Thunderbird and is using trendy California to test the notion.

In California, Ford has eliminated the base Thunderbird model and sells only the LX, the Sport and the Super Coupe.

Dave Smith, regional marketing manager for Ford Division, said the "LX was always a step up — more content (than the base); what this means is that the customer will buy a Thunderbird that starts out being well equipped at a good price."

The program involves only the LX model with a California-only preferred equipment package.

The package adds cast aluminum wheels, electronic climate control, rear window defroster, floor mats and cornering lamps. Dealers can purchase the car for $14,500; they are encouraged by the factory to sell the cars at about $15,859.

There are no customer rebates in the test program.

In other parts of the country, a comparably equipped LX costs the dealer $16,794 and has a suggested retail price of $19,518.

"It's a hell of a buy," said Barry Adams, general sales manager at Homer Heller Ford in Escondido, Calif. Adams said his LX models are going out the door at $15,759 or less. "I don't think there's a better buy in the marketplace."

Adams said profits are down from about $2,200 for each LX model previously sold to about $1,200 since the new program began in January, but he said Thunderbird sales at his store are up 50 to 60 percent, and the vast majority of the sales are LX models.

see T-BIRD, 37

What a deal

The "California Special" package adds the following to the Thunderbird LX:

- Cast aluminum wheels
- Electronic climate control
- Rear window defroster
- Floor mats
- Cornering lamps

Special promotion dealer cost: **$14,500**

California dealer cost without special promotion: **$15,944**

Comparably equipped dealer cost in other 49 states: **$16,794**

Suggested California retail price: **$15,859**

Suggested California retail price without special promotion: **$18,518**

Comparably equipped suggested retail price in other 49 states: **$19,518**

JOE WILSSENS/AUTOMOTIVE NEWS

Dr. D. Mohammadi at GM's Detroit-Hamtramck assembly plant wears latex gloves, goggles, mask, hair cover and an impenetrable-material gown to guard against contracting the AIDS virus.

AIDS: NO ONE IS IMMUNE

Big 3, Mazda stress education; other transplants lag

LIZ PINTO
Staff Reporter

In 1988, Bruce White, a 36-year-old AIDS patient and 16-year GM employee, told his coworkers he had the deadly disease. The news caused a panic at GM's Hydra-matic transmission plant in Flint, Mich., where White worked.

White's coworkers shunned him and many refused to work near his station. Before the situation was diffused, White locked himself in the restroom to protest his treatment.

"Because most of us had never been around a person with AIDS before, many people panicked," said David Yettaw, president of Local 599 at the plant. "But GM called in a doctor to meet with people and explain exactly how the disease is — and is not — transmitted and none of us were at risk of catching it. After that, things calmed down."

The company didn't have to invent a response to save the plant's morale and productivity.

Four years earlier, GM encountered its first incident of AIDS in a small Mississippi plant, which led the company and the UAW in 1986 to begin developing a corporate policy and educational program on the acquired immune deficiency syndrome, a contagious, incurable disease.

AIDS is caused by the human immunodeficiency virus, HIV. The virus attacks and weakens the immune system, leaving a person susceptible to a wide variety of infections and cancers which

see AIDS, 18

Buick considers giving dealers choice of ad group fee plans

PHIL FRAME
Staff Reporter

Buick is studying a proposal to change the way it handles ad association fees charged to dealers.

If it is approved, Buick dealers would have the option of selecting from two methods of ad fee collection, according to a dealer source familiar with the proposal.

One option is patterned after the out-of-court settlement of a lawsuit filed by two Ohio General Motors dealers and the Ohio Automobile Dealers Association.

The other option would sweeten Buick's present ad fee plan that gives dealers a bonus based on the amount of local advertising purchased.

Now, 1 percent of vehicle invoice price goes to local dealer marketing groups. The local marketing group uses 75 percent of the money, and individual dealers may use the remainder for local promotion.

Buick gives individual dealers a $1 bonus for every $4 they spend on local ads, based on proof that the ads ran and approval by the manufacturer.

Buick is thinking of sweetening that bonus formula. One idea is to give dealers $2 for every $4 spent on local ads, although a new formula has not been adopted.

Under the plan being studied, dealers could choose the present structure with a new bonus formula, or opt for the formula established in the settlement of the lawsuit in the U.S. District Court of Columbus, Ohio.

The settlement, which a judge approved last week, rolls the 1 percent fee into the price of vehicle models and options rather than adding it to the invoice.

It also makes membership in ad associations optional. If dealers choose to remain in ad associations, they may use up to 40 percent of their association fees for local promotion activities. Dealers who do not join associations can direct the manufacturer how to spend the other 60 percent.

"My initial reaction is that the Buick plan is better — that's how the arithmetic works out," said a dealer who did not want to be identified.

Chevrolet and GMC Truck already have adopted the Ohio plan nationwide. Other GM divisions are studying how to address the situation. AN

12 TOP GLOBAL VEHICLE PRODUCERS

Position 1991	Position 1990		1991	1990*	1989	1988	1987
1	1	General Motors	7,015,000	7,454,000	7,946,000	8,108,000	7,765,535
2	2	Ford Motor Co.	5,359,000	5,872,389	6,408,044	6,517,186	6,115,000
3	3	Toyota Motor Corp.	4,719,000	4,889,414	4,447,889	3,854,721	3,643,977
4	5	Volkswagen AG	3,128,328	3,057,598	2,927,000	2,848,000	2,771,000
5	4	Nissan Motor Co.	3,082,491	3,063,186	3,008,750	2,713,234	2,284,896
6	6	Fiat Group	2,461,000	2,697,800	2,436,100	2,141,500	1,969,800
7	7	Peugeot-Citroen SA	2,057,553	2,219,900	2,216,100	2,080,000	1,952,500
8	8	Honda Motor Co.	1,975,000	1,993,000	1,863,000	1,783,416	1,582,000
9	9	Mitsubishi Motors Corp.	1,907,694	1,793,387	1,249,510	1,273,662	1,257,016
10	10	Renault SA	1,790,709	1,783,341	2,049,600	1,850,667	1,831,390
11	12	Mazda Motor Corp.	1,551,255	1,607,054	1,488,807	1,224,192	1,192,319
12	11	Chrysler Corp.	1,480,819	1,645,457	2,381,712	2,566,920	2,260,290
		TOTAL	**36,527,849**	**38,076,526**	**38,422,512**	**36,961,498**	**34,625,723**

*Revised

World vehicle output drops 4.1% in 1991

ROGER ROWAND
Staff Reporter

World vehicle production in 1991 declined 4.1 percent from 1990 as sales tumbled in North America, Europe and Japan, the major markets.

The 12 top world producers assembled 1,548,677 fewer vehicles in the 12 months as their total output dipped to 36,527,849 units from the 38,076,526 cars, trucks and buses built in 1990.

General Motors, Ford Motor Co. and Toyota Motor Corp. kept their 1-2-3 rankings, while Volkswagen AG slipped by Nissan Motor Co. Ltd. to take fourth place.

Fiat Group, Peugeot SA, Honda Motor Co., Mitsubishi Motors Corp. and Renault SA finished in sixth through 10th places, just as they did in 1990.

Mazda Motor Corp. moved up to 11th, ahead of Chrysler Corp.

GM, Toyota merge Aussie units

PEDR DAVIS
Special Correspondent

SYDNEY, Australia — After four years of talks, General Motors and Toyota Motor Corp. agreed last week to merge some of their Australian operations.

The two companies first set up a joint-venture holding company, United Australian Automotive Industries, in May 1988. At the time, it was expected UAAI would take over and begin merging the two companies' production in 1989.

The full merger never took place, and the two have been attempting ever since to work out a partnership agreement.

In the final agreement, UAAI will own both Toyota Motor Corp. Australia and General Motors-Holden's Automotive Ltd. UAAI in turn is equally owned by GM and Toyota. UAAI will be responsible for all future planning and corporate activities for both brands, but Holden's and Toyota will handle their own marketing. Holden's and Toyota will continue to sell vehicles through separate dealer networks with their own brand names.

Toyota will continue to design four-cylinder cars sold with Toyota and Holden badges, and Holden's will be responsible for six-cylinder models. In all, three shared model lines will be sold.

Toyota Australia will have sole franchise rights to imported Toyota commercial vehicles. Holden's will continue to import commercial and four-wheel-drive models from Japan's Isuzu Motors Ltd., which is 37.5 percent owned by GM.

Separately, GM said it would spend $120 million Australian (about $91 million) to install the second stage of a base-coat/clear-coat paint facility at its plant in Elizabeth, South Australia. The first phase was completed in 1989.

UAAI also announced the appointment of Ian Webber to the position of non-executive chairman. He is former chief engineer of Chrysler Australia and the first managing director of Mitsubishi Motors Australia Ltd.

Revamped RX-7 aims at richer, older men

KRISTINE STIVEN BREESE
Staff Reporter

MARINA DEL REY, Calif. — As Mazda Motor of America Inc. introduces its third new product in six months, its demographic targets continue to climb higher.

Like they did with last fall's 929 replacement, Mazda market planners are predicting that buyers of the 1993 RX-7 will be richer, older and better-educated than owners of the earlier model.

Mazda expects typical buyers of the new RX-7 to be about 44 years old, with a median income of $95,000. Three-quarters of them will be college-educated and 55 percent will be married.

By contrast, buyers of the current model are about 35 years old and make $59,000 annually. Sixty-five percent went to college and only 39 percent are married.

But the biggest difference will be gender, Mazda says. While the old RX-7 was bought by more women (52 percent) than men, Mazda expects that only 20 percent of the buyers of the new car will be female.

George McCabe, Mazda's group vice president and general manager, says that much of the male skew will come from the car's increased price tag. The new car will start at $31,300, $4,200 above the base price of the old turbo model, last offered as a 1991 model.

In addition, McCabe says Mazda's product offering has expanded in recent years so that female buyers now have more sporty choices than before, such as the MX-6, Miata and MX-3, introduced last fall.

Mazda also believes the 1993 RX-7 will attract more male buyers because of its increased performance.

Mazda is launching the "pure sports car" with ads that rely heavily on racing images and Mazda's own motorsports successes. The ads are clearly geared more to a male audience.

While the former model came with a choice of two engines — a 160-horsepower normally aspirated powerplant and a 200-hp turbocharged rotary — the new model has only one. The 1993 RX-7's two-rotor engine with twin turbochargers generates 255 hp at 6,500 rpm and 217 pounds-feet of torque at 5,000 rpm.

A driver-side airbag is standard on Mazda's redesigned RX-7; a passenger-side airbag will be added in 1994.

The car comes with two option packages. The $1,000 "R1" package includes high-performance tires and dual air coolers. The $3,000 touring package includes leather interior, cruise control, power sunroof and a custom stereo.

The company expects to sell 9,000 RX-7s in the 1992 calendar year and 10,000 to 12,000 a year after that.

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DAY 1 – TUESDAY

DYNAMOMETER
- Clayton Mdl. CT-250 in-ground chassis, s/n CT-3642-R, 120 max. mph, 250 max. h.p., 34" min. axle size, 106" max. axle size

ALIGNMENT
- (5) Hunter Mdl. C111 4-wheel independent alignment sys., digital controls, 10" to 16½" wheel size, w/ramp type hyd. rack & portable cabinets

SUN ENGINE ANALYZERS
- Sun Mdl. Interrogator 1805 computer & Mdl. Sleuth One-101, w/strobe, accessories & cabinet; (3) Mdl. VAT-40 volt-amp test stands, portable

PAINT BOOTHS/OVENS
- (2) Blackhawk downdraft type paint spray/bake ovens, 13'W x 23'D x 9'H, w/spray temp. settings, bake temp. settings, bake timer, Dwyer Mdl. Mark II 25 manometers, Maxon LP gas regulators, 10 h.p. blower motors, sprinklers & explosion proof lighting
- (2) Infrared portable heat lamps

CHAMPION AIR COMPRESSORS/DRYERS
- (4) Champion Mdl. HRA25D-25 50 h.p. (2x25) piston type air compressors, horiz. tank mounted, auto. tank drain; (5) Mdl. HR10D-25 20 h.p. (2x10) piston type air compressors, horiz. tank mounted; (4) Mdl. 80200 compressed air dryers, rated cap. 200 SCFM at 100 PSIG & 100°F inlet air, MWP 200 PSIG; (3) Mdl. 8070 compressed air dryers, rated cap. 70 SCFM at 100 PSIG & 100°F inlet air, MWP 175 PSIG

AC TEST/RECYCLE
- (3) GM Mdl. 10985 microprocessor air cond. recovery/recycle service stations
- Kent Moore Mdl. J-38100-C microprocessor air cond. recovery/recycle service stations

AMMCO BRAKE EQUIPMENT
- (2) AMMCO brake turning stations, w/Mdl. Hustler 7000 lathe, Mdl. Safe-Turn 3000 lathe & Mdl. 4000 brake lathe w/infimatic feed, cab. & access.; (2) brake fluid bleeding units

DAY 1 – TUESDAY

VALVE GRINDER
- Sioux Mdl. 6024 valve face grinding machine, w/wheel dresser, cabinet & access.

WELDERS
- (2) Hobart Mdl. Beta-Mig 200 amp DC wire feed arc
- Miller Mdl. MW 4150 Auto-Arc 150 amp mig

CAR WASH EQUIPMENT
- GM auto. car wash, chain conveyor pull-thru type, w/ wheel washers, side & top wash cloth brushes, forced air dryer, cont. chamois sys., polish/sealer wax spray unit, (2) Cat. Mdl. 530 5 h.p. hi-pressure pumps
- Hanna auto. car wash, chain conveyor pull-thru type, wheel, side & top wash units, forced air dry unit
- Midwest Consolidated Industries auto. car polisher, w/(4) 48" vert. cloth brushes, (1) 80" horiz. cloth brush, 15 h.p. hydraulic drive unit
- (2) Unimac Mdl. 202 car wash rag washing machines, stainless steel, (2) agitators w/extractors
- (2) car mat washers, brush type, stainless steel
- (3) Magic Mist car fragrance dispenser
- (3) Hanna Mdl. HF151 15 h.p. central vacuum sys., w/ squirrel cage vac. unit, collector tank & PVC vac. lines

FORKLIFT
- Towmotor approx. 4,500 lb. gas forklift truck, solid tire, 2-stage mast, overhead guard, manual transmission

FLUID DISTRIBUTION
- Grace fluid commander modular distribution system, w/ hose reels, pumps, meters & central control unit

TIRE/WHEEL EQUIPMENT
- (2) AMMCO Mdl. 740 tire bead & seating machines
- AMMCO Mdl. 502 tire mounting machine
- (4) Coats Mdl. 1001 direct drive wheel balancers w/access.
- Hofmann Mdl. IPK finish balancer on-the-car wheel bal. sys.
- Nortron Mdl. 7403 computer wheel balancer

DAY 1 – TUESDAY

FLOOR SWEEPERS
- FMC Mdl. 66HD floor mach., s/n 66-1874, gas., rider type
- Graco Mdl. Saturn I-32 electric floor sweeper/polisher, s/n H7-3244, walk behind, w/charger
- Lavapavimenti Mdl. 32 electric floor sweeper/polisher, s/n 606, walk behind, w/charger
- (2) Dayton Mdl. 32666 16" floor polisher

ADJUSTABLE SHELVING
- (30) Sect. 48"W x 72"D x 8'H; (246) sect. 48"W x 48"D x 8'H; (24) sect. 48"W x 48"D x 7'H; (5) sect. 48"W x 36"D x 7'H; (15) sect. 36"W x 24"D x 12'H; (368) sect. 36"W x 24"D x 8'H; (60) sect. 36"W x 24"D x 7'H; (242) sect. 36"W x 12"D x 8'H; (58) sect. 36"W x 12"D x 7'H

MISCELLANEOUS EQUIPMENT
- (4) Weaver Photoscope Mdl. WX-45-46 headlight testers
- (3) Assoc. Mdl. 6009 battery chargers/boosters
- (6) Lincoln Mdl. 93774 portable engine stands, 5/8-ton cap.
- (6) Lincoln Mdl. 93714 transmission jacks, 1/4-ton cap., 38-1/2 to 77" lift, 4-wheel, hydraulic
- (3) Lincoln Mdl. 93802 3/4-ton floor cranes, 28" to 108" lift, hydraulic
- Lincoln Mdl. 93711 floor type transmission jack, 8-3/4" to 26-3/4" lift, manual screw type
- Ausco Mdl. 5-51703 H-frame shop press, 15 ton hyd., 6" cyl. travel, 20-3/4" between housings, dial type press. ga.
- AMMCO Mdl. 2700 H-frame shop press, 30-ton hyd., s/n 3338, 26-1/2" between housings, dial type press. ga.
- Lincoln Mdl. 93616 H-frame shop press, 15-ton hyd., 23" between housings
- (7) Walker and Milwaukee 2 to 4-ton hyd. floor jacks

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SHOP & FACTORY
- (76) Mechanic's benches, 2-dr. cabinet type, port., (55) w/ swivel base vises; (46) safety rag cans; (720 Dayton 28" wall mt. fans; (95) Reelcraft pneu. hose reels; (88) Power-Plant electric cord reels; (11) foreman's desks; (7) 2-dr. supply cabinets; 12' port. stairs; (8) park benches; (7) port. heavy duty work tables; Craftsman 2½ h.p. lawn edger; (2) Genie Jet Vac w/d shop vacuums; (7) Asst'd. tape dispensers, ... etc.

PARTS
- Parts include windshield wiper blades; Monroe shocks; oil, air & transmission filters; brake parts; antifreeze; (22) new tires; asst'd. auto parts for Sterling, Oldsmobile, Hyundai, Isuzu, Suzuki & Daihatsu

DAY 2 – WEDNESDAY

OFFICE FURNITURE
- (68) High quality trad. dbl. pedestal & exec. desks
- (48) Metal L-shape, double and single pedestal desks; (36) modular type metal desks
- Trad. semi-round reception station, leather inlay; (3) mod. semi-round reception stations

DAY 2 – WEDNESDAY

OFFICE FURNITURE (cont'd.)
- Trad. exec. gaming tables, leather inlay; (3) small chests, 4-dwr., by Connell; (2) trad. sofa tables; trad. conf. table, 25' x 5', 5-pedestal, 5-sect.; (2) trad. bowed front 2-dr. cab.; (2) oriental black coffee tables; (52) trad. end & lamp tables, some leather inlay; (25) trad. round single pedestal tables; (23) rectangular office tables, metal
- (6) Oriental type rugs, 14' x 8' to 34' x 14'
- (85) Sect. uphol. office partitions incl. cab. and fluor. lights
- (66) High quality executive leather swivel arm chairs
- (18) High quality executive upholstered swivel arm chairs
- (418) Traditional upholstered side arm chairs
- (80) Traditional upholstered swivel arm chairs
- (22) Traditional upholstered wing back chairs
- (16) Assorted steno chairs
- (94) Assorted stacking chairs
- (8) Traditional hutches, china cabinets
- (12) Trad. uphol. sofas, (8) w/matching side arm chairs

FILE SYSTEMS
- Supreme Conserve-N-Aisle 6-aisle lateral filing system, 32" aisle space, total unit 17'L x 7'W x 70"H
- Supreme Conserve-N-Aisle mechanical assist lateral filing system, 32" aisle space

FILE CABINETS
- (69) Asst'd. 2,4 & 5 drawer lateral & letter

TELEPHONE SYSTEMS
- Northern Telecom Mdl. Meridian SL-IMS multi-line telephone system including: switchboard, mainframe key system, (160) hand sets, Corvus computer system hardware, Racal-Vadic Mdl. VA212 auto dialers
- Executone multi-line internal paging/telephone system

COPIERS
- Sharp Mdl. SF-760; Monroe Mdl's. RL-912, RL-810C, RL-735Z, RL-715RE & (3) RL-7172; (3) Xerox Mdl. 455 telecopiers

BUSINESS MACHINES
- (12) Typewriters; (60) Calculators; (4) Cash Registers
- Texas Instruments Mdl. Omnilaser 2015 page printer
- Panasonic Mdl. K-P1595 printer
- SSI computer printer
- (3) Digital Decwriter III
- 3M Mdl. 1980AA Whisperwriter
- Farrington credit card imprinter
- (5) Safeguard combination safes, rotary drop type
- Major single door combination safe

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trucks

in brief

TRUCKS

Kenworth plant rising in Wash.

BELLEVUE, Wash. — Paccar Inc. began construction of a new Kenworth truck manufacturing facility this month.

The $80 million, 250,000-square-foot plant is located on a 40-acre site in Renton, Wash. Construction is scheduled to be completed by March 1993.

The new facility will employ about 800 and initially will produce 20 trucks a day.

C.M. Pigott, Paccar chairman and chief executive officer, said the plant reflects the firm's strategy to prepare for greater growth. Paccar does not plan to close its Kenworth plant in Tukwila, Wash., Pigott said.

2 programs added for Isuzu dealers

BREA, Calif. — Isuzu Truck of America Inc. has introduced used-truck and leasing programs to help dealers' sales efforts.

Isuzu developed its lease program with Associates Leasing Inc., a subsidiary of Associates Commercial Corp. of Dallas.

It will enable smaller operators to put new Isuzu trucks with various bodies into service, said James A. Smith Jr., Isuzu's director of marketing and sales administration.

Isuzu is also providing a warranty, incentives for salespersons and advertising to support used truck sales, said Bill Dresmann, Isuzu national used-truck manager.

Volvo GM moves Western office

GREENSBORO, N.C. — Western WhiteGMC, the Volvo GM Heavy Truck Corp. operating company responsible for sales, marketing, parts, and service in 16 Western states, has moved its headquarters to Salt Lake City from Ogden, Utah.

The company, in operation since December 1989, has 27 dealers.

Mack wins postal contract

ALLENTOWN, Pa. — Mack Trucks Inc. won a contract to deliver 345 trucks to the U.S. Postal Service.

The vehicles are MR600P and MR600S series tractors, said Sam Carr, Mack manager of international and original equipment sales.

GM plots several changes for '93 trucks

JOSEPH BOHN
Truck Editor

GMC Truck and Chevrolet will introduce chassis cab versions of their respective Sierra and C/K 3500 series Crew Cabs this fall. They will offer a pickup box delete option.

General Motors' 6.5-liter turbodiesel engine will be offered in the Crew Cabs for the first time.

In other 1993 model changes, an all-new GMC Vandura and Chevrolet Van 3500 HD will provide 10,100- to 14,500-pound gross vehicle weight for commercial and recreational vehicles. This is the GP chassis which GM derived by marrying a chopped G-van cab to its P3500 chassis. The 1993 3500 HD Chassis Cab also will offer an optional rear suspension package, with a shorter wrecker spring for more frame cutoff room for wrecker, car carrier and dump truck bodies, according to Ray Rota, general sales manager.

The 3500 HD will have more underhood and underbody corrosion protection. It will have cup holders on the instrument panel and a rear axle ratio change.

The GMC TopKick and Chevrolet Kodiak medium-duty models will offer Caterpillar's 3116 engine with 200 and 275 horsepower ratings. The 1993 TopKick and Kodiak also will offer a new Allison MD series electronic transmission designed to match up with the Caterpillar 3116 for ratings up to 250 hp. The MD electronically controlled automatic transmission features six-speed close ratio and six-speed wide ratio models.

The TopKick and Kodiak will also offer increased front axle ratings with Eaton's new 16,000-pound front axle. The front axle will be available with 16,000-pound and 18,000-pound front suspensions and is designed for heavy dump, refuse and snow plow applications.

The 1993 models will feature simpler controls on hydraulic brakes for the inexperienced drivers who are becoming more common among fleet operators.

A Wabco supplemental exhaust brake will be available with the Caterpillar 3116 engine and air brakes. The exhaust brakes improve brake lining wear as well as braking power.

A power ventilation system, now available only with air conditioning, will be standard on all models. It draws in cool outside air and distributes it within the cab.

Scotchgard seat fabric protection on cloth bench seats and noncycling circuit breakers also will be standard on the 1993 TopKick and Kodiak. The circuit breakers will replace current fuses.

GMC and Chevrolet will add a diesel model to their LoPro medium-duty series. It will be powered by the Caterpillar 3116 and feature ratings of 170 to 215 hp. These trucks are used for ambulances, recycling and pickup and delivery applications.

The GMC Forward and Chevrolet Tiltmaster W4 series will feature improved seat belt anchorages, front disc brake metering valves and a device that prohibits tampering with the speedometer.

The W5 and W6 series will have oil lubricated rear axle bearings and a new dual cone synchronizer for manual transmissions to improve shifting.

All W7 series with full air brakes will have a new lighter weight front axle, the same dual cone synchronizer as the W5 and W6 and weatherhead air piping connectors. The latter will increase the U.S. component content of the Isuzu-built trucks.

Asbestos brake linings and exhaust pipe gaskets will be eliminated from the 1993 Forward and Tiltmaster.

Cab supplier plans new operation

JACK SEMPLE
Special Correspondent

COVENTRY, England — Motor Panels Inc., a designer and manufacturer of Class 8 truck cabs in Europe and the United States, plans to open a product development center in the Detroit area in May.

The center will give the company full-service capability from design through manufacturing of medium- and heavy-truck cabs and components, according to Gene Denney, president and chief executive officer of the company's U.S.-based operations in Norwalk, Ohio.

Denney said the Detroit-area center will initially have a dozen employees. He anticipates employing up to 50 people within a year.

The center will enable the firm to get into the medium-duty Class 5-7 markets, Denney said.

It will also enable the firm to build a common cab for "two or three" manufacturers, Denney said. It has no specific customers for its Detroit-area operation at present.

Motor Panels produces cabs for Mack Trucks Inc. and Western Star Trucks at its plants in Norwalk, Ohio, and Kings Mountain, N.C.

In Coventry, England, the firm produces truck cabs for DAF NV of Eindhoven, Netherlands, and does high-roof conversions for Ford of Britain's transit van. The company also designed and produces body panels for Land Rover Ltd.'s Discovery model.

The first new cab designed in Detroit is likely to be a cabover with a strong European influence.

The Detroit center will be linked with Motor Panels' Conventry headquarters through a satellite communication system. Motor Panels has 100 engineers in Coventry and has invested heavily in computer-aided design and manufacturing there.

The Mack tractor is built at Motor Panels' plant in North Carolina.

The company's new U.S. operation will give truck manufacturers an opportunity to outsource even more of their development work.

Typically, manufacturers all offer the same off-the-shelf componentry from a variety of independent suppliers. Those who choose to outsource the design and production of their cabs will become little more than assemblers.

Denney called U.S. cab designs "on the whole, terribly old."

He said his firm would be able to reduce the cost of meeting upcoming legal requirements for safer cabs for cash-strapped truck manufacturers.

He has been itching to develop his company as a full-service supplier for years, but has been thwarted by a series of corporate crises. Motor Panels changed hands several times before being sold to Mayflower Corp. of London in 1991.

FEBRUARY 1992 TRUCK SALES BY GVW

	Feb. 1992	Feb. 1991	2 mos. 1992	2 mos. 1991
Class 1-3	96,783	84,765	181,242	159,771
Class 4	1,143	1,637	1,983	3,164
Class 6	304	404	626	841
Class 7	1,654	1,613	3,021	3,243
Class 8	890	628	1,666	1,248
FORD	**100,774**	**89,047**	**188,538**	**168,287**
Class 6	17	0	30	0
Class 7	101	0	124	0
Class 8	1,885	1,864	3,457	3,702
FREIGHTLINER	**2,003**	**1,864**	**3,611**	**3,702**
Class 1-3	77,886	74,312	149,571	144,610
Class 4	241	79	442	164
Class 5	6	19	9	26
Class 6	234	318	273	602
Class 7	442	564	836	997
CHEVROLET	**78,799**	**75,292**	**151,131**	**146,399**
Class 1-3	22,504	19,270	44,178	36,366
Class 4	110	37	180	74
Class 5	34	32	59	66
Class 6	1,280	344	2,647	617
Class 7	609	730	1,520	1,584
GMC	**24,537**	**20,413**	**48,584**	**38,707**
Class 7	8	20	22	35
Class 8	822	974	1,589	2,022
KENWORTH	**830**	**994**	**1,611**	**2,057**
Class 6	33	50	68	88
Class 7	74	67	120	119
Class 8	563	746	1,131	1,508
MACK	**670**	**863**	**1,319**	**1,715**
Class 6	52	22	79	35
Class 7	4	54	24	102
MERCEDES-BENZ	**56**	**76**	**103**	**137**
Class 4	0	3	0	6
Class 5	5	3	6	13
Class 6	355	416	972	758
Class 7	1,782	2,866	4,594	4,738
Class 8	1,632	1,802	3,077	4,307
NAVISTAR	**3,774**	**5,090**	**8,649**	**9,822**
Class 7	8	27	27	35
Class 8	759	670	1,438	1,721
PETERBILT	**767**	**697**	**1,465**	**1,756**
Class 7	73	26	129	54
Class 8	1,002	556	1,873	1,184
VOLVO/GM HEAVY	**1,075**	**582**	**2,002**	**1,238**
Class 1-3	1	23	2	49
Class 4	28	0	46	0
Class 5	26	38	50	74
Class 6	52	47	78	98
Class 7	68	41	143	92
HINO	**175**	**149**	**319**	**313**
Class 1-3	85	35	145	70
Class 4	49	71	99	123
Class 5	31	31	66	47
Class 6	9	25	24	50
NISSAN DIESEL	**174**	**162**	**334**	**290**
Class 1-3	360	461	742	831
Class 4	127	89	270	132
Class 5	39	29	99	54
Class 6	164	66	225	98
Class 7	13	29	31	47
ISUZU TRUCK	**703**	**674**	**1,367**	**1,162**
Class 1-3	132	98	256	214
Class 5	60	56	99	92
Class 6	34	19	89	58
Class 7	12	11	24	56
MITSUBISHI FUSO	**238**	**184**	**468**	**420**
SCANIA Class 8	**8**	**4**	**8**	**7**
Class 1-3	0	151	0	302
Class 4	0	49	0	98
Class 5	0	25	0	50
Class 6	0	16	0	32
IVECO TRUCKS*	**0**	**241**	**0**	**482**
WESTERN STAR Class 8	**80**	**62**	**184**	**135**
Class 1-3	124,468	111,106	238,668	217,918
Class 6,7,8	14	34	30	69
OTHER TRUCKS	**124,482**	**111,140**	**238,698**	**217,987**
CLASS 1-3	**322,219**	**290,221**	**614,894**	**560,131**
CLASS 4	**1,649**	**1,894**	**2,921**	**3,638**
CLASS 5	**219**	**273**	**421**	**498**
CLASS 6	**2,456**	**1,733**	**5,153**	**3,274**
CLASS 7	**4,857**	**6,873**	**10,639**	**11,152**
CLASS 8	**7,627**	**7,349**	**14,365**	**15,983**
TOTAL TRUCKS	**339,027**	**307,534**	**648,303**	**594,596**

*1991 figures are Automotive News estimates. Source: Automotive News Data Center and MVMA

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CAR SALES PER OUTLET BY MAKE FOR 5 YEARS

	1991	1990	1989	1988	1987
Saturn	776	43	—	—	—
Honda	673	742	677	691	693
Toyota	563	609	622	625	578
Lexus	608	185	—	—	—
Acura	479	459	483	510	595
Infiniti	369	347	30	—	—
Nissan	341	379	458	426	477
Mitsubishi	317	327	336	571	521
Hyundai	256	368	610	1053	1369
Chevrolet	248	284	253	302	304
Mazda	248	262	311	313	266
Ford	247	294	331	349	308
Buick	187	183	184	198	189
Volvo	169	220	249	238	257
Pontiac	167	214	227	262	234
Mercedes-Benz	146	191	181	198	213
Subaru	145	146	176	195	219
BMW	145	165	161	176	209
Mercury	140	143	172	197	174
Oldsmobile	139	164	191	227	226
Cadillac	132	160	166	166	162
Volkswagen	126	169	164	162	219
Dodge	112	121	148	168	136
Lincoln	110	141	122	117	102
Saab	80	75	86	104	124
Jaguar	69	136	135	144	150
Plymouth	65	84	99	109	112
Chrysler	43	61	71	90	99
Eagle	37	39	47	48	33
Audi	37	61	57	58	101
Daihatsu	28	45	69	67	—
Ferrari	24	24	20	22	25
Isuzu	22	10	28	44	89
Sterling	22	27	34	50	85
Peugeot	22	23	28	26	34
Yugo	19	35	47	107	166
Alfa Romeo	19	21	21	31	42
Suzuki	18	23	25	1	—
Porsche	18	34	33	51	74
Rolls/Bentley	9	23	22	21	21
Lamborghini	8	11	13	9	9
Maserati	8	5	5	11	14
Lotus	5	5	4	5	3
Aston Martin	5	4	2	4	4

Totals include sales of captive import and transplant models. Copyright 1992, Automotive News

CAR-TRUCK SALES PER OUTLET FOR 5 YEARS

	1991	1990	1989	1988	1987
Toyota	789	847	817	850	857
Saturn	776	43	—	—	—
Honda	673	742	677	691	693
Lexus	531	608	185	—	—
Ford	527	600	639	669	612
Nissan	495	537	596	579	673
Acura	479	459	483	510	595
Chevrolet	477	543	555	570	541
Mazda	385	405	404	427	424
Mitsubishi	374	417	453	571	831
Dodge	265	276	326	354	323
Infiniti	369	347	30	—	—
Hyundai	256	368	610	1053	1369
Buick	187	183	184	198	189
Isuzu	182	191	209	171	229
Pontiac	175	224	229	262	234
Volvo	169	220	249	238	257
Oldsmobile	149	172	192	227	226
Mercedes-Benz	146	191	181	198	213
BMW	145	165	161	176	209
Subaru	145	146	176	195	220
Mercury	140	143	172	197	174
Cadillac	132	160	166	166	162
Volkswagen	132	177	164	162	219
Plymouth	124	140	159	172	159
GMC	122	138	148	147	129
Jeep	110	127	167	178	150
Lincoln	110	141	122	117	102
Saab	80	75	86	104	124
Suzuki	70	71	127	322	571
Jaguar	69	136	135	144	150
Range Rover	55	64	72	57	53
Chrysler	45	62	72	90	99
Daihatsu	40	64	71	67	—
Audi	37	61	57	58	101
Eagle	37	39	47	48	33
Ferrari	24	24	20	22	25
Peugeot	22	23	28	26	34
Sterling	22	27	34	50	85
Alfa Romeo	19	21	21	31	42
Yugo	19	35	47	107	166
Porsche	18	34	33	51	74
Rolls/Bentley	9	23	22	21	21
Lamborghini	8	11	13	9	9
Maserati	8	5	5	11	14
Aston Martin	5	4	2	4	4
Lotus	5	5	4	5	3

Totals include sales of captive import and transplant models. Copyright 1992, Automotive News

DEALERS

Saturn posts No. 1 sales average in '91

continued from PAGE 1

The picture wasn't any brighter on the import side. Among the major players, only Acura, Infiniti, Isuzu and Saab improved their sales per dealer.

None of the car-truck makers boosted their combined averages.

Sales per dealer are another way of keeping score in an industry that lives by the numbers. They measure the relative value of a franchise by showing the relationship between the number of new vehicle sales and the number of dealers selling those vehicles.

The averages do not indicate actual sales. For example, Saturn averaged three times as many car sales per outlet as Chevrolet last year, but Chevrolet sold nearly 16 times as many cars as Saturn.

As they have in recent years, Japanese makes dominated the top 10 lists in 1991. On the car side, Honda, Toyota, Lexus, Acura, Infiniti, Nissan and Mitsubishi snared second through eighth places. South Korea's Hyundai was ninth, and Chevrolet and Japan's Mazda tied for 10th.

Japanese makes won seven of the top 10 spots in the combined car-truck standings. Saturn was second; Ford was fifth; and Chevrolet was eighth. The other places went to Toyota, Honda, Lexus, Nissan, Acura, Mazda and Mitsubishi. Honda, Lexus and Acura — along with Saturn — made the car-truck honor roll on the basis of their car sales per dealer. They don't have trucks.

While the list of gainers in sales per dealer was short, there was no shortage of decliners. Eleven of the 13 domestic cars were down, and six of them lost 25 to 47 sales per outlet: Ford, Pontiac, Chevrolet, Lincoln, Cadillac and Oldsmobile.

Hardest hit among the imports was Hyundai, which plunged to 256 sales per franchise last year from 368 in 1990. Hyundai's car sales were down 14 percent last year, while its dealer total rose from 423 to 495. The combination of fewer sales and more dealers plays havoc with a make's sales-per-dealer average.

Hyundai's sales per outlet have dropped steadily since 1986, when its dealers averaged 1,431. That was Hyundai's first year on the U.S. market. It was also the highest average ever recorded for any make of car sold in the United States.

But Hyundai wasn't the only big dipper among the imported cars last year. Lexus lost 77 sales per franchise; Honda was down 69; and Jaguar was off 67. Drops of 38 to 51 were recorded by Nissan, Volkswagen, Mercedes-Benz, Toyota and Volvo. Of the 29 imported makes logged by Automotive News, 23 recorded fewer new-car sales per franchise in 1991 than in 1990.

A look at the combined car-truck sales per dealer indicates the importance of pickups, vans and sport-utilities to many of the top franchises.

For openers, trucks gave Toyota the highest average of any make retailed in this country. Toyota was third in cars, far behind Saturn and Honda. But adding trucks — which Saturn and Honda don't sell — put Toyota in first place.

Ford was 12th in car sales per dealer, but it was fifth in combined car-truck deliveries. Dodge moved up even more; it was 23rd in cars and 12th in cars and trucks. And Isuzu was 33rd in cars and 15th in cars and trucks.

For Dodge and Ford, trucks were the boss, and cars played a secondary role.

Trucks accounted for 58 percent of Dodge's sales per dealer and 53 percent of Ford's. Chevrolet and Plymouth were close to half and half.

Trucks made up 48 percent of sales per dealer for each.

But trucks had the biggest edge for two Japanese makes that are strictly small potatoes in the car field. For Isuzu, trucks represented 88 percent of sales per dealer. For Suzuki, trucks captured 74 percent.

Indonesia deal near for GM

RICHARD JOHNSON
Staff Reporter

TOKYO — General Motors is about to enter into a joint venture in Indonesia that will produce the Opel Astra and Vectra and an Isuzu-based or North American S-series light truck, a senior official disclosed last week. GM will be the majority partner in the venture.

Ronald Gilchrist, executive vice president of General Motors Overseas Corp. and head of the corporation's Hong Kong regional office, said assembly could begin by the third quarter of 1993.

"The plan would be for us to have management control . . . and 50 to 60 percent equity," he said. "We are planning to have this all brought to a head in April, so we should be ready by April-May to announce something."

He said GM is negotiating with two local assemblers/distributors. Volume would be 10,000 to 15,000 units a year in the first phase, he said, although the partners' plants will have to be upgraded to produce right-hand-drive Opels.

GM opened an office in Jakarta, Indonesia, in 1990 and began seeking joint-venture partners. The deal there would be the third and final leg of the main portion of the company's Asia-Pacific strategy.

In January, GM formed a joint venture to produce S-series trucks in China with Jinbei Automotive Co. in Shenyang. And last year, GM set up a manufacturing arrangement in Taiwan to build Astra subcompacts for the local market.

In other markets, such as Malaysia, GM is setting up kit assembly deals.

"The top tier is Taiwan, China and Indonesia," said Gilchrist. "There, we are looking at investments. In the second tier, we're going with assemblers."

While the Indonesian joint venture will build Opel cars, Gilchrist said a decision has not been reached on which light truck will be assembled there.

"We're using Isuzu right now . . . (but) we are contemplating going into the S-truck program," he said. "Once we went into China, it might make sense to do the same program in Indonesia. There may be some advantage to having the same truck in the region, the same idea as cars."

GM's Asia-Pacific assembly strategy is to produce the Astra subcompact and compact Vectra in most countries, although in the Philippines plans call for assembly of the Opel Corsa supermini.

Subaru SVX imports will hit Britain late next month.

Britain limits SVX dealers

LONDON — Less than 30 of Subaru's 156 dealers in Britain will given SVX sport coupes when imports begin in late April.

Only 200 SVXs will be brought in during the first year of sales, said a spokesman for International Motors, British importer of Subaru vehicles.

— Maurice Glover

Luxury sales pick up in Canada

JEREMY SINEK
Staff Correspondent

TORONTO — Canada's luxury car market did a surprising about-face in 1991. Sales of luxury cars rose 22.3 percent from 44,819 units to 54,823 last year. That gain came despite a 1.2 percent decline in Canada's overall car sales.

After several years of steady decline, the luxury segment grew to 6.3 percent of the overall car market in 1991, up from 5 percent in 1990.

"It's pretty incredible considering all the bad economic news," says Mark Alger, General Motors of Canada's product segment manager for mid-sized, full-sized and luxury cars.

A big chunk of the growth can be explained by two new entries, Lexus and Infiniti, and the interest they spurred in luxury cars in general. Both were introduced in fall 1990. Lexus garnered an even 5 percent share of the segment in its first full calendar year, totaling 2,721 sales. Infiniti sold 1,121 Q45 and G20 models.

In addition, Acura's Vigor arrived last spring and tallied 1,682 sales.

Even if those newcomers aren't counted, the segment, as defined by the Motor Vehicle Manufacturers Association of Canada, still grew 12 percent. The association's list of luxury nameplates includes traditional entries from Lincoln, Cadillac and the European luxury makers as well as borderline luxury cars such as the Mazda 929, Nissan Maxima and Toyota Cressida.

But most traditional luxury nameplates lost sales. The source of nearly all the growth was GM. Thanks largely to steep rises in the Buick Park Avenue, 61.4 percent, and the Oldsmobile Ninety Eight, 47.1 percent, GM added more than 3,500 sales to the segment. Cadillac's DeVille/Fleetwood posted a 22 percent gain.

The new Seville arrived too late to have much influence on 1991, but Alger predicts Seville sales will triple in 1992: "Each month that goes along we keep upgrading our forecasts. Seville has been getting the kind of buyer we intended it to get: non-traditional Cadillac buyers."

GM's share of the enlarged segment grew from 29 percent to 30.9 percent in 1991.

Chrysler also quietly gained market share, albeit off a much lower base. Combined sales of New Yorker, Fifth Avenue and Imperial rose 38.6 percent, increasing its share from 7.3 to 8.3 percent.

Lincoln volume, conversely, slipped 7.9 percent. A Ford of Canada spokesman laid some of the blame on restricted availability of dual airbags and short supply of the Town Car during the summer. Lincoln is pinning its hopes for a better 1992 on improved supply and a small price reduction on the Continental.

There was a minor blood bath among European importers: Mercedes-Benz slipped 15.0 percent; Audi was off 18.6 percent; Volvo dropped 24.5 percent; and Jaguar was down 26.4 percent.

Audi may have been hurt by the decision to delay launching the new-generation 100 until this spring.

The exception was BMW, which posted a 7.5 percent gain, largely on the success of the new 325i. Even so, BMW's market share slipped from 8.9 to 7.9 percent.

In the Japanese corner, Acura (Legend and Vigor) climbed 74 percent, almost entirely on the strength of the new Vigor. That was enough to advance Acura's market share to 7.3 from 5.1 percent.

Ontario seeks gas-tax change

TORONTO — Ontario's Fair Tax Commission wants higher taxes on gas guzzlers and bigger tax credits on gas misers.

The proposal would boost the province's "tax for fuel conservation" that was first applied to fuel-thirsty cars in 1989. Last year it was revised to include a $100 ($84 U.S.) credit on cars with a highway mileage of more than 39.3 mpg. Cars that get less are taxed on a sliding scale that ranges from $75 on models that get 39.3 mpg to $4,400 for cars that get 13.1 mpg.

The proposal creates eight categories that would be used to determine fines and credits for the 1995 model year. Credits would begin at 34 mpg, which is lower than the current level. The $100 credit at that level would rise to $350 for cars that get more than 47 mpg. Penalties would range from $150 on cars that get under 34 mpg to $6,800 on those at the 13.1 mpg level.

— Jeremy Sinek

10-DAY CAR AND TRUCK SALES, BY MAKE

	Mar. 1-10, 1992	Mar. 1-10, 1991
ALFA ROMEO (imp. car)*	74	54
Acura (imp. car)	2,345	2,427
Domestic car	9,372	9,344
Imported car	3,696	4,546
Honda	13,068	13,890
AMERICAN HONDA	15,413	18,317
ASTON MARTIN (imp. car)*	1	1
BMW (imp. car)*	752	673
Domestic car*	2,227	2,062
Imported car*	0	17
Domestic truck*	101	86
Chrysler Division*	2,328	2,166
Domestic car*	6,272	5,807
Imported car*	463	492
Domestic truck*	11,453	9,752
Imported truck*	90	65
Dodge*	18,268	16,116
Domestic car*	653	604
Imported car*	217	97
Eagle*	870	701
Domestic truck*	4,424	3,767
Jeep*	4,424	3,767
Domestic car*	3,648	3,377
Imported car*	266	172
Domestic truck*	4,222	3,595
Plymouth*	8,136	7,144
Domestic car*	12,800	11,851
Imported car*	946	778
Domestic truck*	20,200	17,200
Imported truck*	80	65
CHRYSLER CORP.*	34,826	29,893
Imported car*	207	85
Imported truck*	122	52
DAIHATSU*	329	137
FERRARI (imp. car)*	16	16
Domestic car	28,585	27,586
Imported car	725	767
Domestic truck	30,121	23,202
Ford Division	59,431	51,555
Domestic car	5,563	5,103
Lincoln	5,563	5,103
Domestic car	7,154	6,702
Imported car	1,302	1,198
Mercury	8,456	7,900
Domestic car	41,302	39,391
Imported car	2,027	1,965
Domestic truck	30,121	23,202
FORD MOTOR CO.	73,458	64,558
Domestic car	9,407	11,651
Buick	9,407	11,651
Domestic car	6,883	5,509
Cadillac	6,883	5,509
Domestic car	24,053	20,822
Imported car	1,567	1,420
Domestic truck	26,329	23,832
Imported truck	98	38
Chevrolet	52,047	46,112
GMC	8,583	5,922
Domestic car	10,874	9,055
Domestic truck	824	639
Oldsmobile	11,698	9,694
Domestic car	12,850	10,060
Imported car	721	446
Domestic truck	638	524
Pontiac	14,209	11,030
Domestic car	3,737	671
Saturn	3,737	671
Domestic car	67,804	57,768
Imported car	2,288	1,866
Domestic truck	34,294	30,917
Imported truck	98	38
GENERAL MOTORS	104,484	90,589
HYUNDAI*†	1,370	1,762
Imported car*	161	134
Domestic truck	808	487
Imported truck*	1,147	1,364
ISUZU*	2,116	1,985
JAGUAR (imp. car)*	128	114
LAMBORGHINI (imp. car)*	3	3
LOTUS (imp. car)*	5	5
MASERATI (imp. car)*	4	4
Domestic car	1,275	1,197
Imported car*	2,492	1,754
Domestic truck	126	142
Imported truck*	1,161	1,408
MAZDA*	5,055	4,501
MERCEDES-BENZ (imp. car)*	943	796
Domestic car	1,623	695
Imported car*	1,670	1,952
Imported truck*	301	765
MITSUBISHI*	3,594	3,412
Infiniti	518	381
Domestic car	1,358	1,699
Imported car*	3,362	3,040
Domestic truck	1,797	1,957
Imported truck*	2,594	2,261
Nissan*	9,111	8,958
NISSAN MOTOR CORP.	9,628	9,339
PEUGEOT (imp. car)*	10	63
PORSCHE (imp. car)*	82	84
RANGE ROVER (imp. truck)*	52	40
ROLLS/BENTLEY (imp. car)*	4	4
SAAB (imp. car)*	293	362
STERLING (imp. car)*	8	42
Domestic car	689	1,033
Imported car*	669	1,045
SUBARU*	1,358	2,078
Imported car	81	66
Imported truck	188	264
SUZUKI†	269	329
Lexus (imp. car)	2,878	816
Domestic car	6,555	4,774
Imported car	7,689	5,800
Domestic truck	487	0
Imported truck	4,183	3,969
Toyota	18,914	14,543
TOYOTA MOTOR SALES	20,950	15,359
Audi (imp. car)*	219	175
Imported car*	1,220	1,507
Imported truck*	20	76
Volkswagen*	1,240	1,582
VWoA*	1,459	1,757
VOLVO*†	997	1,145
YUGO (imp. car)*	63	49
Domestic car	142,778	127,752
Imported car	36,412	33,494
TOTAL CAR	179,190	161,246
Domestic truck	97,833	73,985
Imported truck	9,946	19,363
TOTAL TRUCK	97,779	84,298
TOTAL CAR & TRK	276,968	245,454

*Estimated †Breakdown of North American built and imported car sales not available.
There were 8 selling days in the period this year and 8 last year.

New Subaru Vivio departs from traditional Japanese minicars

The Subaru Vivio, a replacement for the Rex minicar, emphasizes comfort, safety and economy. A driver-side airbag is standard in one variation, the first in Japan's mini segment. The Vivio will be exported to Europe and Southeast Asia.

Toyota-GM venture plans model change

LINDSAY CHAPPELL
Staff Reporter

Toyota Motor Corp. and General Motors are spending $339 million to retool their Fremont, Calif., joint venture for this year's model change.

The partners' New United Motor Manufacturing Inc. will begin producing a reshaped Toyota Corolla/Geo Prizm this August. Full production of about 800 cars a day is planned by the fourth quarter.

Toyota is also retooling its smaller Corolla plant in Cambridge, Ontario. The model changeover at that plant probably will not occur until September. The plant will build about about 70,000 Corollas this year.

The NUMMI project, which is already in full swing, will introduce axle subassembly at the plant and a "doors-off" assembly line. Under that process, the car's doors are removed for assembly on a separate line and allow workers easier access into the car. New stamping presses also will be installed.

When completed, the project will bring Toyota and GM's total investment there to $1.4 billion. That includes $350 million that Toyota spent there separately to add pickup production last year.

The 8-year-old operation produces 200,000 cars a year, split evenly between the partners, and 100,000 compact Toyota pickups.

A plant spokeswoman said the changeover will stop production for one week in August.

obituaries

Joseph Flammia Sr.

MEDFORD, Mass. — Joseph Flammia Sr., retired owner of the former Flammia Brothers Dodge Sales & Service, died March 6. He was 72.

Hyman Israel

MESA, Ariz. — Hyman Israel, former owner of Harry Israel Motors in Waukesha, Wis., died March 4. He was 81.

Ross Kelsey

DEERFIELD BEACH, Fla. — Ross Kelsey, retired vice president of the Chicago Automobile Trade Association and general manager of the Chicago auto show, died March 4. He was 73.

Trucks fuel early March sales

JIM HENRY
Staff Reporter

Trucks came in like a lion in early March, especially for Ford, as light trucks continued to power a slow, uneven sales recovery.

Toyota Motor Sales U.S.A. Inc., for instance, followed its best February ever with a strong March 1-10 period. But American Honda Motor Co. Inc. slipped 5.5 percent.

The industry total of 276,968 cars and light trucks was 12.8 percent above a poor year-ago period. Truck sales climbed 16.1 percent, and car sales rose 11.1 percent. The period had eight selling days each year.

"There's no doubt about it; this recovery is for real," said Tom Webb, chief economist for the National Automobile Dealers Association. Sales for the Big 3 were up 14.5 percent. Counting imports and U.S.-built cars, Japanese makes were up 8.9 percent.

Of the Big 3, General Motors sales improved the most, up 15.3 percent to 104,484. Pontiac sales climbed 28.8 percent. Buick sales, which were one of the few bright spots this time last year, dipped 19.3 percent in early March.

Ford Motor Co. car-truck sales climbed 13.8 percent, spurred by an increase of 29.8 percent in truck deliveries.

Toyota sold 20,990 cars and trucks in the period, up 36.7 percent. Lexus more than doubled its year-ago sales, while Toyota-badged vehicles jumped 30.6 percent, with growth in both imported and U.S.-built vehicles.

But even at Toyota, which appears to have little to complain about, the mood was cautiously optimistic. "Retail sales up two months in a row is an encouraging signal," said Robert McCurry, Toyota Motor Sales executive vice president. "But I'll need to see a couple more months of steady improvement before I'm convinced we're breaking out of the recession."

INCENTIVE WATCH— DEALER INCENTIVES

NEW PROGRAMS

HONDA

Accord, Prelude (1991, no expiration date)	$500
Accord (1992, Calif. only, expires April 2)	$500

VOLKSWAGEN (1991 models, expires March 31)

Cabriolet	$2,000

CONTINUING PROGRAMS

ACURA (1991 models, expires May 1)

Legend sedan	$2,500
Legend coupe	$3,000

AUDI (1991 models, no expiration date)

Audi 100 and 200	$1,500
Audi 90	$1,000

Rebates apply to models purchased by dealer from Audi of America port stocks.

BMW (no expiration date)

750iL (1991)	$10,000

CHEVROLET (expires May 4 on 1991 models, June 4 on 1992 models)

Corvette ZR-1	$2,000
Other Corvette	$1,000

ISUZU (No expiration date; 1990-92 models unless otherwise noted. Rebates vary by regions.)

Impulse	$1,300-2,500
Stylus S	$600-800
Stylus S (Calif. only)*	$1,250
Stylus RS	$600-800
Stylus XS (1991, except Calif.)	$1,100
Stylus XS (Calif. only)*	$2,500
Rodeo 4x2	0-$600
Rodeo 4x4	$750-850
Trooper (except Calif.)	$750-850
Pickup	$500-1,500
Pickup (1991 4x4, bonus in some regions)	$400

*Dealer has option of sharing rebate with buyer.

LOTUS (1991, no expiration date)

Elan	$5,000
Esprit Turbo	$11,000-15,000

MAZDA (expires April 6)

RX-7 (1991)	$2,000
MPV (1992)	$400-600, based on number sold

MITSUBISHI (1990-92 models, expires April 30. This is the range of regional programs. Some rebates are based on number sold or performance against quota.)

Mirage, Galant, Pickup	0-$1,500
Eclipse (national)	$750-1,750

NISSAN (expires May 4)

240SX (1991)	$1,000
Stanza (1992)	$1,000
Maxima GXE (1992)	$800
Sentra (1992)	$500
King Cab pickup (1992)	$1,000
Other pickups (1992)	$1,300

PEUGEOT (no expiration date)

405	$5,000
505	$6,000

PONTIAC (expires June 4 for 1992 models, May 4 for 1991 models)

LeMans	$1,000

PORSCHE (1991 models, no expiration date. To qualify for the following rebates, dealers had to buy two cars from port stock by Jan. 17.)

911 Carrera 2, 928	$9,500
911 Carrera 4	$13,500
911 Turbo	$14,000

SUBARU (expires April 2)

Legacy (1991)	$1,200-1,700
Legacy (1992, invoiced before Feb. 4)	$500
Legacy (1992, invoiced after Feb. 4)	$1,000

SUZUKI (expires April 2)

Swift (1992)	$400-700
Sidekick (1992)	$300-700
Swift (1991)	$700-1,000
Sidekick (1991)	$1,000-1,500

TOYOTA (expires April 2; 1991-92 models unless otherwise noted)

Corolla (1992)	$600-1,000, quota
Celica	$400-800, quota
Tercel	$200-600, quota
Pickups (base 4x2)	$900-1,500, quota
Other pickups	$400-1,000, quota

VOLKSWAGEN (no expiration date)

Passat (1991)	$1,500
Jetta, Fox, Golf (1991)	$500
All 1990 cars	$500-1,500

VOLVO (expires March 31)

1992 models

240 series	$500-1,000
740 series	$1,000-1,500
940 series	$1,500

1991 models

240 series	$1,500
740 series	$1,750-2,500
940 series	$1,500-2,500
780 coupe	$2,500

SATURN

Gains fans, output rises

continued from PAGE 1

year's J.D. Power and Associates initial quality survey of 1991 models. Unless there is a significant gain in the next study, further doubts will be raised about Saturn's ability to match Japan's quality. Richard "Skip" LeFauve, Saturn president, says improving quality is his No. 1 priority.

Meanwhile, Saturn's progress on other fronts may be small comfort for GM, whose U.S. operations lost $5.3 billion in 1991. Some of that was clearly due to the Saturn launch. Dogged by technical difficulties, production mishaps and waning industry sales, Saturn baby-stepped through the market for much of 1991, keeping the meter running on its $3 billion investment. Progress aside, observers believe Saturn has a long way to go before it begins to turn a profit.

But no one is complaining too loudly right now — especially Saturn dealers. "Everything just started happening all at once," reports Charlie Hillard, owner of Saturn of Fort Worth in Texas. He expects to sell 150 Saturns this month — twice the rate of last fall. "It's like somebody turned on the lights," he says.

Sales are accelerating in step with a rapidly expanding dealer body. A year ago, with 66 stores, Saturn was selling about 2,000 cars a month. With 144 stores now, volume is closer to 12,000 a month — putting Saturn among the top 20 U.S. franchises. By year-end, Saturn hopes to have 250 dealerships.

If sales remain at the current level, Saturn will sell 140,000 cars this year. That is well below plant capacity of 240,000, but far ahead of last year's 74,626.

In January, Saturn popped into the No. 2 slot behind Lexus in Power's dealer attitude study, an annual survey reflecting retailers' happiness with their franchises. In addition, Saturn is expected to place third in the National Automobile Dealers Association's annual dealer satisfaction survey, due to be released next month.

Late in 1991, Saturn shot into the top tiers of other J.D. Power consumer surveys. It was sixth in overall sales satisfaction. It was third on the chart measuring buyers' feelings about the delivery condition of their car — behind Lexus and Mercedes-Benz. It was fifth on a scale measuring satisfaction with the delivery process, beating out Mercedes. It was seventh in a survey of customers' attitudes toward their salesperson.

In each case, Saturn was surpassed only by luxury nameplates that stake their reputation on coddling customers. In no case was Saturn outdistanced by a Japanese middle-market competitor.

"For a vehicle in the lower-middle market, Saturn is doing the best job of all. The Japanese are doing a relatively poor job," said J. David Power III, president of the Agoura Hills, Calif., research firm.

"The area where Saturn is doing a remarkably effective job is in how its retailers treat customers when they arrive for delivery of the car and in after-sale service."

Saturn is also fulfilling its mission of reclaiming sales from the imports. Internal surveys show that 53 percent of buyers of 1992 Saturns listed an import make as their second choice. Seventy-two percent, meanwhile, listed a non-GM product as their second choice.

That is two percentage points more than expected, says Donald Hudler, Saturn vice president of sales, service and marketing. In California, where imports control half of the market, 65 percent of Saturn buyers say they would have picked an import if Saturn hadn't been available. "Sometimes these things work out so accurately it's scary," Hudler says.

Saturn has had several rough experiences since it went on sale Oct. 25, 1990. A year ago, Saturn recalled 1,800 cars because of a batch of bad antifreeze. Just four months after it entered the market, Saturn recalled 1,200 cars because of faulty seat brackets.

Its first dealerships opened with near-empty showrooms, a situatio that persisted for months as pr duction increased at a snail's pa amid technical difficulties. Ope ings of two dozen dealerships we delayed because of car shortages.

But Saturn has seemed to r bound gracefully from every ear setback. It recovered from its tw recalls by giving owners new ca in the coolant case and traveling customers' houses to fix the seats

Early criticism that the engi was too noisy prompted a numb of under-the-hood changes.

Saturn is still playing catch-u on demand, following months start-up problems. Early this yea workers at the Spring Hill, Ten plant surrendered their four-d work week to work a fifth full 1 hour shift on overtime. The plant now building 900 cars a day — original target for full productio By year's end, daily output will t 1,000, LeFauve says.

EXPORTS

MITI to divvy up shares for makers

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conditions permit and increase luxury-car volume targets.

Meanwhile, a MITI official said late last week that the ministry will take into account several factors when setting individual company export allocations for the fiscal year beginning April 1.

Among them: each carmaker's level of financial distress.

Captive imports by General Motors and Chrysler Corp. from Japanese partners could be hard hit by the cut, even though MIT may bend over backward to hel them with allocations.

Isuzu Motors Ltd. exporte 121,000 passenger cars in fisc 1990, using up its entire allocatio But about 90,000 of Isuzu's passe ger-car exports to the Unite States are sold to GM for sale the Geo Storm. Similarly, Mitsub shi Motors Corp. exported 153,0 cars to the United States throug February, the first 11 months the fiscal year, of which 58,0 were badged as Chryslers.

A MITI official said the agenc will not take a straight 28 perce off the top of each exporter's e isting allocation, but will instea review each manufacturer's ca when deciding levels for the ne fiscal year that begins April 1.

Among the factors that will b considered will be recent expo levels, U.S. sales, export plannin for the new year and each com pany's financial health, the offici said. For example, he said, money-losing company such Isuzu, which would suffer great at a reduced export level, might b given special consideration.

MITI also must reallocate th 17,000 cars allotted to Daihats Motor Co., which has announced will halt passenger-car shipment to the United States.

The reallocation is handled s cretly, and the new levels are n officially announced. But unde the current agreement the ca makers are known to have the fo lowing allocations: Toyot 610,000; Nissan, 544,000; Hond 427,000; Mazda, 226,000; Mitsub shi, 193,500; Isuzu, 124,000; Su baru, 107,000; Suzuki, 60,000; an Daihatsu, 17,000. The MITI offici said the agency will settle alloc tions before the end of the mont but hasn't begun the process.

MITI officials conceded la week that the reduction probabl will satisfy no one. But agenc chief Kozo Watanabe said it is "i the best interest of free trade an relations between Japanese an U.S. automakers."

Echoing the sentiments of Big officials, union officials and som U.S. lawmakers, however, Chrysler spokesman called th rollback a "non-event."

"It is less than a meaningles gesture," said Robert Perkin Chrysler's vice president for Wash ington affairs.

Staff Reporter Max Gates in Wash ington contributed to this report.

INCENTIVE WATCH — CUSTOMER INCENTIVES

CONTINUING PROGRAMS

CHRYSLER CORP.

Expires March 31. Finance rates in lieu of rebates from zero to 9.9 percent.

1991-92 models

Chrysler New Yorker Fifth Ave., Imperial	$1,500
N.Y. Salon, LeBaron sedan	$1,000
LeBaron coupe, conv.	$500
Dodge Monaco	$1,500
Shadow, Spirit	$1,000
Daytona, Colt 3-dr.	$500
Dodge Ramcharger	$2,000
Ram wagon (van and conversion)	$1,000
Ram pickup (gas), Dakota pickup	$750
Ram 50 pickup	$500
Eagle Premier	$1,500
Talon	$1,000
Summit 3-dr., 4-dr., '92 wagon	$500
Jeep Cherokee	$1,500
Comanche	$750
Wrangler	$500
Plymouth Sundance, Acclaim, Laser	$1,000
Colt 3-dr., '92 Vista	$500
All minivans	$500
Northeast region only: LeBaron sedan, Acclaim, Spirit	$1,500

FORD MOTOR CO.

1992 models

Expires March 31. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered.

Ford Taurus SHO, Probe	$1,000
Thunderbird Sport, SC (Calif.)	$1,500
Thunderbird (non-Calif.)	$750
Tempo (regional)	$500-1,000
Escort (regional)	$500-750
Crown Victoria, Mustang, Festiva	$500
Other Taurus (Calif.)	$1,000
Other Taurus (non-Calif.)	$500
Ford Econoline RV	$1,000
Ranger (Calif.)	$1,000
Ranger (non-Calif.)	$750
Bronco	$750
Aerostar (regional)	$500-1,000
F series	$400
Mercury Cougar XR7 (Calif.)	$1,500
Cougar (non-Calif.)	$750
Capri	$750
Tracer (regional)	$500-750
Sable (Calif.)	$1,000
Sable (non-Calif.)	$500
Topaz (regional)	$500-1,000
Grand Marquis	$500
Lincoln Town Car, Mark VII, Continental	$1,500

1991 models

Expires March 31. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered.

Ford Festiva, Probe	$1,000
Escort, Mustang, Thunderbird	$750
Taurus SHO	$600
Tempo, other Taurus	$400
Ford Bronco, Econoline E-150 RV	$1,000
Aerostar (regional)	$400-1,000
Ranger, F series, other Econoline	$400
Mercury Capri	$2,000
Tracer, Cougar	$750
Topaz, Sable	$400

GENERAL MOTORS

1992 models

Expires June 4, unless otherwise indicated. In lieu of rebates, finance rates of 2.9 to 6.9 percent are offered.

Buick (based on option package ordered) Riviera	$2,000
Skylark, Century, Regal, LeSabre	$250-1,000
Cadillac (expires March 31) DeVille, Fleetwood, Brougham	$1,500
Chevrolet Lumina; Geo Storm, Prizm, Metro (manual)	$750
Cavalier, Camaro	$500
Geo Metro (automatic)	$300
Chevrolet S/T Blazer	$1,000
S/T pickup, Lumina APV	$750
G van	$500-750
C/K pickup	$400
GMC S15 Jimmy (exc. Typhoon)	$1,000
Sonoma (exc. Syclone)	$750
Sierra (regular cab)	$400
GMC (expires March 31) G van	$500-1,000
Safari	$500
Oldsmobile (regional) Toronado, Silhouette, Bravada	$1,000-2,000
Custom Cruiser	$1,000-1,500
Cutlass Ciera	$1,000
Cutlass Supreme	$750-1,500
Ninety Eight, Eighty Eight	$500-1,250
Pontiac Grand Prix, Trans Sport	$750
Sunbird, Grand Am, Firebird, Bonneville	$500

1991 models

Expires May 4, unless otherwise indicated. In lieu of rebates, finance rates of 2.9 to 6.9 percent are offered.

Buick (based on option package ordered) Reatta	$2,000
(other rebates same as 1992 models)	
Chevrolet (same as 1992 models, cars and trucks)	
GMC (expires March 31) G van	$500-1,000
Safari	$400
Other GMC (expires May 4) Same as 1992 rebates on S15 Jimmy, Sonoma, Sierra	
Oldsmobile (regional) Cutlass Calais	$700-1,000
(other rebates same as 1992 models)	
Pontiac (same as 1992 models)	

HYUNDAI (expires April 2)

Excel (1991)	$1,000
Excel (1992)	$500
Elantra (1992)	$1,000
Scoupe (1991)	$750
Scoupe (1992)	$500
Sonata (1991)	$1,500
Sonata (1992)	$750

MAZDA (1992 models, expires April 6)

Protege, 626, MX-6	$1,000 plus free air conditioning or automatic trans.
Pickups	$400-1,200

MITSUBISHI (expires April 30)

Eclipse (1991-92, national) 5.9 to 8.9 percent loans, based on down payment	
Pickups (1990-92, Southwest region)	$1,000
Mirage (1990-92, Southwest region)	$500

SUBARU (expires April 2)

Loyale (1991-92)	$500
Legacy (1992)	$500

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Bramalea, Ontario		†
Belvidere, Ill.	3/23, 3/30	
Chrysler Fifth Avenue		1,000
Chrysler Imperial		100
Chrysler New Yorker Salon		600
Dodge Dynasty		3,000
Sterling Heights, Mich.	3/23	
Dodge Daytona		1,000
Dodge Shadow		1,900
Plymouth Sundance		1,700
Total U.S. car		**9,300**
Total units lost week of 3/23		**9,300**

†Plant closed for retooling until spring 1992.
Source: Automotive News Data Center

T-BIRD

Ford has a bargain for California

continued from PAGE 3

"I don't think there is any competition for this car," Adams said. "Overall, I think it's a good direction at getting away from rebates."

"The California Special," as dealers call the Thunderbird program, is part of Ford's efforts to test various ways to simplify sales operations and to increase vehicle sales in certain areas.

Smith said Ford chose California because sales are brisker there than in the rest of the nation, but

> "I think it's a good direction at getting away from rebates."
>
> **BARRY ADAMS**
> HOMER HELLER FORD

he would not give specific sales figures for California.

He said the Thunderbird test has the same goal as Ford's one-price Escort program, which was rolled out nationally this month after a test that began last fall in the Northeast, Southeast and West.

"The objective is to give the customer value at a good price," Smith said.

Smith calls the Thunderbird test the "one-look" program. Unlike the one-price Escort program, dealers can sell the LX at any price. The recommended factory price is $15,859.

Century Ford in Fresno, Calif., sells the LX for $14,999 and expects the program to be a "door swinger." But general manager Darrell Cossey said the strategy cannot work with all models.

He said that about 60 percent of his customers owe more on their trade-ins than they are worth and therefore can't qualify to get into the cheaper one-price Escorts or Thunderbirds without a cash down payment.

Cossey said banks and credit companies generally won't finance a customer with a negative equity on a trade-in.

"It's OK to have these programs on a couple of lines," Cossey said, "but we must have the flexibility to switch customers over to cars they can finance."

Through March 10, national Thunderbird sales totaled 14,198, compared to 14,253 at the same time last year.

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are assembled in the United States unless noted. Vehicles are cars unless noted.

	Est. 3/16-3/21/92	Actual 3/9-3/14/92	3/1-3/21/92	Year 1/1-3/21/92	Year 1/1-3/22/91
LeBaron J	0	1,211	2,376	9,758	6,101
New Yorker	0	503	1,188	4,363	1,945
Fifth Avenue	0	1,522	2,959	7,145	5,675
Imperial	0	87	257	1,235	1,667
Town & Country (trk.)	250	282	832	2,490	695
Total Chrysler Div.	**250**	**3,605**	**7,812**	**24,991**	**16,083**
Sundance	0	1,430	2,830	11,307	8,969
Acclaim	0	1,906	3,785	15,220	21,549
Voyager (trk.)	2,200	2,250	6,657	19,025	18,019
Voyager (Can. trk.)	2,814	2,830	8,458	31,637	28,432
Total Plymouth	**5,014**	**8,416**	**21,730**	**77,189**	**76,989**
Daytona	0	257	464	2,513	2,182
Shadow	0	2,308	4,053	16,422	9,672
Dynasty	0	2,775	5,573	18,854	27,287
Spirit	0	1,811	3,565	15,198	19,481
Viper	0	0	0	0	0
Monaco (Can.)	0	0	0	0	329
Caravan (trk.)	2,875	2,698	8,409	25,163	23,484
Caravan (Can. trk.)	3,624	3,683	10,931	41,393	30,098
Caravan C/V (trk.)	85	98	286	624	872
Caravan C/V (Can. trk.)	102	155	479	2,032	1,827
Dakota (trk.)	3,000	3,097	9,149	25,778	12,893
Ram pickup (trk.)	1,500	1,474	4,505	12,660	12,784
Ram wagon (Can. trk.)	550	589	1,699	5,225	5,260
Ram van (Can. trk.)	1,410	1,433	4,253	13,104	7,289
Total Dodge	**13,286**	**20,330**	**53,346**	**178,975**	**153,456**
Premier (Can.)	0	0	0	0	954
Cherokee (trk.)	3,500	3,593	10,651	29,870	16,667
Comanche (trk.)	75	51	180	641	1,275
Grand Cherokee (trk.)	1,125	1,053	3,043	5,530	0
Wagoneer (trk.)	5	2	38	278	614
Wrangler (Can trk.)	1,932	2,009	5,873	21,281	10,256
Total Jeep-Eagle	**6,637**	**6,708**	**19,794**	**57,780**	**31,766**
Total U.S. car	**0**	**13,900**	**27,870**	**102,815**	**104,528**
Total Can. car	**0**	**0**	**0**	**0**	**1,283**
Total U.S. truck	**14,815**	**14,588**	**43,750**	**122,168**	**89,383**
Total Can. truck	**10,402**	**10,669**	**31,853**	**114,672**	**83,184**
CHRYSLER CORP.	**25,167**	**39,157**	**102,482**	**339,805**	**278,278**
Escort	5,767	0	11,564	27,718	39,702
Mustang	2,811	2,714	5,525	16,193	11,458
Tempo	2,964	3,274	9,518	27,569	22,627
Tempo (Can.)	3,446	3,390	6,836	24,517	25,147
Taurus	7,060	7,043	21,368	61,977	63,167
Thunderbird	1,911	2,051	3,962	16,474	14,861
Crown Victoria (Can.)	2,975	2,408	7,078	19,878	22,202
Aerostar (trk.)	4,010	4,035	12,080	39,479	25,216
Bronco (trk.)	664	557	1,221	4,159	1,935
Explorer (trk.)	6,725	6,634	19,931	72,820	60,953
Mazda Navajo (trk.)	152	121	407	1,020	3,806
EconoLine (trk.)	4,664	4,113	13,257	40,358	23,704
Heavy (trk.)	1,047	1,055	3,155	10,261	7,580
Light truck (trk.)	11,339	10,314	30,971	101,903	49,448
Light truck (Can. trk.)	3,040	3,040	9,120	36,481	19,309
Ranger (trk.)	7,213	7,206	18,890	53,890	49,602
Total Ford Division	**65,788**	**57,905**	**174,863**	**574,786**	**440,737**
Topaz	1,551	1,141	3,812	10,693	9,546
Topaz (Can.)	1,450	1,410	2,860	8,449	6,575
Cougar	1,689	1,344	3,033	11,305	10,513
Sable	3,412	3,415	10,002	24,961	19,878
Grand Marquis (Can.)	2,848	2,472	6,821	22,028	8,885
Total Mercury	**10,950**	**9,782**	**26,898**	**77,526**	**55,397**
Continental	972	977	2,920	8,260	13,557
Mark VII	248	244	738	1,926	2,369
Town Car	3,045	3,044	9,137	25,650	31,888
Total Lincoln	**4,265**	**4,265**	**12,795**	**35,845**	**47,814**
Total L-M Division	**15,215**	**14,047**	**39,403**	**113,371**	**103,211**
Total U.S. car	**31,439**	**25,247**	**81,650**	**252,825**	**239,586**
Total Can. car	**10,719**	**9,698**	**23,595**	**74,872**	**62,998**
Total U.S. truck	**35,814**	**34,825**	**99,912**	**323,899**	**222,244**
Total Can. truck	**3,948**	**3,948**	**9,129**	**36,481**	**19,369**
FORD MOTOR CO.	**81,993**	**72,982**	**214,296**	**688,077**	**543,940**
Skylark	1,680	1,474	4,600	15,908	27,618
Century	2,165	0	3,908	12,517	15,337
Regal (Can.)	0	0	0	10,858	22,534
Riviera	279	267	796	2,585	2,792
Park Avenue	1,743	1,721	5,246	13,834	25,100
LeSabre	3,500	2,312	8,091	31,187	33,089
Roadmaster sedan	1,360	0	2,736	13,507	0
Roadmaster wagon	400	0	791	2,974	3,340
Reatta	0	0	0	0	529
Total Buick	**11,127**	**5,774**	**26,226**	**102,866**	**130,319**
Eldorado	801	812	2,579	9,767	3,821
Seville	1,122	1,010	3,184	10,694	7,025
Brougham	0	0	0	2,170	4,201
DeVille	1,877	1,637	6,938	25,346	30,932
Allante	64	0	86	153	728
Total Cadillac	**3,764**	**3,459**	**12,787**	**48,130**	**46,707**
Cavalier	4,565	4,572	13,867	47,928	63,300
Camaro	1,458	1,447	4,378	12,931	7,980
Corsica-Beretta	4,794	4,445	13,312	41,868	45,611
Lumina (Can.)	0	1	2	32,813	37,493
Caprice	2,840	0	5,601	23,172	26,330
Corvette	480	466	1,424	3,747	5,432
Astro (trk.)	3,597	3,242	9,233	36,474	18,022
Blazer (trk.)	448	436	1,194	4,337	1,902
Lumina APV (trk.)	1,228	0	2,673	8,601	5,999
Medisms (trk.)	98	149	318	1,223	1,885
P-model (trk.)	478	419	1,265	4,274	3,727
Pickup (trk.)	6,921	6,842	16,531	51,037	41,428
Pickup (Can. trk.)	3,900	3,930	11,810	45,824	31,808
S10 (trk.)	4,465	4,719	13,034	36,273	50,446
S10 Blazer (trk.)	2,165	3,177	7,914	28,732	16,284
Sportsvan (trk.)	1,135	1,126	3,056	11,294	7,928
Sportsvan (Can. trk.)	1,700	1,726	4,914	16,736	7,723
Suburban (trk.)	1,099	916	2,734	9,072	4,670
Total Chevrolet	**41,372**	**37,586**	**113,378**	**416,356**	**373,871**
Achieva/Calais	2,800	2,771	8,339	28,841	25,830
Cutlass Ciera	2,813	0	6,142	26,536	10,891
Cutlass Ciera (Can.)	0	0	0	0	13,217
Cutlass Supreme	0	2,400	4,738	13,552	22,073
Toronado	255	230	696	1,965	1,611
Eighty Eight	2,017	1,589	5,222	18,513	18,324
Custom Cruiser wag.	120	0	252	1,153	3,094
Ninety Eight	723	682	1,899	6,703	19,321
Silhouette (trk.)	498	0	1,067	3,241	2,758
Bravada (trk.)	255	213	645	3,280	5,359
Total Oldsmobile	**9,481**	**7,885**	**28,800**	**103,484**	**122,478**
Sunbird	1,980	1,961	5,702	21,515	29,392
Grand Am	5,110	4,363	13,740	49,907	47,158
Firebird	542	553	1,822	5,178	2,016
Grand Prix	2,120	1,862	5,853	24,944	20,941
Pontiac 6000	0	0	0	0	6,895
Bonneville	2,580	2,817	7,883	21,494	19,136
Trans Sport (trk.)	1,082	0	1,859	4,634	3,417
Total Pontiac	**13,423**	**11,376**	**35,499**	**127,572**	**128,955**
Yukon-Jimmy (trk.)	171	156	444	1,351	506
Medium (trk.)	537	586	1,759	6,007	4,729
P-model (trk.)	34	81	167	552	627
Pickup (trk.)	2,590	2,573	6,077	20,270	16,800
Pickup (Can. trk.)	1,400	1,467	4,288	16,440	12,439
Syclone-Sonoma (trk.)	780	1,253	2,950	8,358	12,070
Typhoon-S15 Jimmy (trk.)	460	1,033	2,251	7,629	4,700
Safari (trk.)	1,636	1,399	4,071	14,179	7,512
Suburban (trk.)	925	765	2,185	5,765	4,940
Vandura (trk.)	225	315	850	5,726	3,386
Vandura (Can. trk.)	700	718	2,129	8,873	3,968
Total GMC	**9,558**	**10,346**	**27,171**	**96,152**	**71,767**
Total Saturn	**4,115**	**4,115**	**12,345**	**36,294**	**9,985**
Total U.S. car	**54,282**	**43,325**	**151,748**	**529,383**	**541,222**
Total Can. car	**0**	**1**	**2**	**43,488**	**73,244**
Total U.S. truck	**30,920**	**29,373**	**82,277**	**272,311**	**213,886**
Total Can. truck	**7,788**	**7,841**	**23,141**	**87,873**	**55,938**
GENERAL MOTORS	**92,990**	**80,541**	**257,168**	**932,956**	**883,492**
Can. car	2,200	2,200	6,604	25,677	30,234
Can. trk.	1,400	1,430	4,265	16,067	13,374
CAMI*	**3,600**	**3,630**	**10,869**	**41,784**	**43,608**
DIAMOND-STAR*	**3,350**	**3,272**	**9,870**	**36,066**	**35,231**
Civic	2,140	2,180	6,111	20,713	21,102
Civic (Can.)	2,200	2,235	6,887	26,499	24,780
Accord	7,785	7,881	23,518	90,760	81,377
Total U.S. car	**9,925**	**10,881**	**29,629**	**111,473**	**102,479**
Total Can. car	**2,200**	**2,235**	**6,887**	**26,499**	**24,780**
HONDA	**12,125**	**12,296**	**36,516**	**137,972**	**127,259**
HYUNDAI Sonata (Can.)	**500**	**0**	**500**	**3,328**	**9,188**
MAZDA*	**900**	**711**	**2,871**	**13,543**	**34,951**
U.S. trk.	1,585	0	3,063	14,469	17,629
Can. trk.	165	166	496	1,833	1,828
NAVISTAR	**1,750**	**166**	**3,559**	**16,302**	**19,457**
Sentra	2,640	2,628	7,863	32,868	33,687
Pickup (trk.)	2,580	2,608	7,799	32,090	32,293
NISSAN	**5,220**	**5,236**	**15,662**	**64,958**	**65,980**
Geo Prizm	1,900	1,835	5,761	21,860	24,076
Toyota Corolla	2,400	2,458	7,118	26,839	24,242
Toyota Pickup (trk.)	900	930	2,821	7,869	0
NUMMI	**5,200**	**5,223**	**15,580**	**56,564**	**48,318**
Legacy	1,183	1,255	3,594	13,456	13,249
Pickup (trk.)	508	535	1,511	5,749	0
Rodeo (trk.)	880	917	2,588	9,965	0
Total U.S. car	**1,183**	**1,255**	**3,594**	**13,456**	**13,249**
Total U.S. trk.	**1,388**	**1,452**	**4,110**	**15,714**	**12,581**
SUBARU-ISUZU	**2,571**	**2,707**	**7,704**	**29,170**	**25,799**
Camry	4,600	4,653	13,928	53,872	51,248
Corolla (Can.)	1,500	1,502	4,536	16,860	15,597
TOYOTA	**6,100**	**6,155**	**18,466**	**70,732**	**66,845**
VOLVO 740, 940 (Can.)	**100**	**150**	**450**	**1,666**	**2,814**
AM GENERAL (trk.)	**375**	**375**	**1,125**	**4,200**	**4,650**
MISCELLANEOUS (trk.)**	**2,400**	**2,400**	**7,200**	**26,000**	**32,100**
Total U.S. car	**112,520**	**100,346**	**340,323**	**1,194,146**	**1,205,400**
Total Canada car	**17,200**	**15,766**	**42,576**	**192,381**	**219,140**
Total U.S.-Canada Car	**129,700**	**125,114**	**382,899**	**1,386,527**	**1,424,540**
Total U.S. truck	**90,505**	**85,701**	**251,868**	**819,660**	**624,058**
Total Canada truck	**22,797**	**23,146**	**68,675**	**256,946**	**173,613**
Total U.S.-Canada truck	**113,302**	**108,907**	**320,541**	**1,076,546**	**797,671**
TOTAL U.S.	**233,105**	**195,107**	**592,199**	**2,013,746**	**1,829,957**
TOTAL CANADA	**40,000**	**38,914**	**111,251**	**449,327**	**392,782**
TOTAL U.S.-CANADA CAR & TRUCK	**243,171**	**234,021**	**703,448**	**2,463,073**	**2,222,319**

•Estimate

*CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.

**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.

Source: Automotive News Data Center.

Trucks power 10% gain in output

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Chief Statistician

With trucks pacing the upturn, vehicle production in the United States and Canada leads last year's output by 10.8 percent.

Truck production in the two countries is up 35.0 percent for 1992, more than offsetting a decline of 2.7 percent in cars.

Total U.S.-Canada car and truck production through last Saturday was 2,463,073, compared to 2,222,319 a year ago.

Estimated U.S. car production was scheduled at 112,520 last week, up 2.9 percent from both the prior week and last year.

So far in 1992, U.S. car production is 1,194,146, slightly behind the same period last year when 1,205,499 vehicles were built.

In Canada, car production was scheduled at 17,269 last week, an increase of 9.5 percent from the prior week and a decrease of 33.2 percent from last year.

Year-to-date, Canada car production of 192,381 trails 1991 by 12.2 percent.

Truck production in the United States was estimated at 90,585 last week, an increase of 5.6 percent over the prior week and 42.4 percent over the 1991 week.

U.S. truckmakers have assembled 819,600 vehicles so far this year, an increase of 31.3 percent over the year-ago period.

In Canada, truck production was estimated at 22,797, down 1.5 percent from the prior week but up 19.9 over last year.

Truck production in Canada so far this year is 256,946, an increase of 48.0 percent from 1991.

General Motors' Lordstown, Ohio, truck plant completed production of Chevrolet and GMC full-sized vans today.

Production of the vans will be moved to Flint, Mich., in August 1993.

Employees from Lordstown van assembly will be transferred to assembly of J-cars, the Chevrolet Cavalier and Pontiac Sunbird, there.

Production at GM's Lake Orion, Mich., plant has been trimmed to a single shift until April 6. The plant makes the Cadillac DeVille and Oldsmobile Ninety Eight.

GM has extended the reduced production rate at the Buick City facility in Flint, Mich. For two weeks due to slow sales of the Buick LeSabre and the Oldsmobile Eighty Eight.

GM scheduled overtime at five truck plants last week: Janesville, Wis.; Baltimore; Moraine, Ohio; Scarborough, Ontario; and Oshawa, Ontario.

Ford Motor Co. ran daily overtime last week at the Kansas City, Mo., and the Louisville, Ky., truck plants.

Chrysler Corp.'s St. Louis truck plant worked two nine-hour shifts of overtime last Saturday.